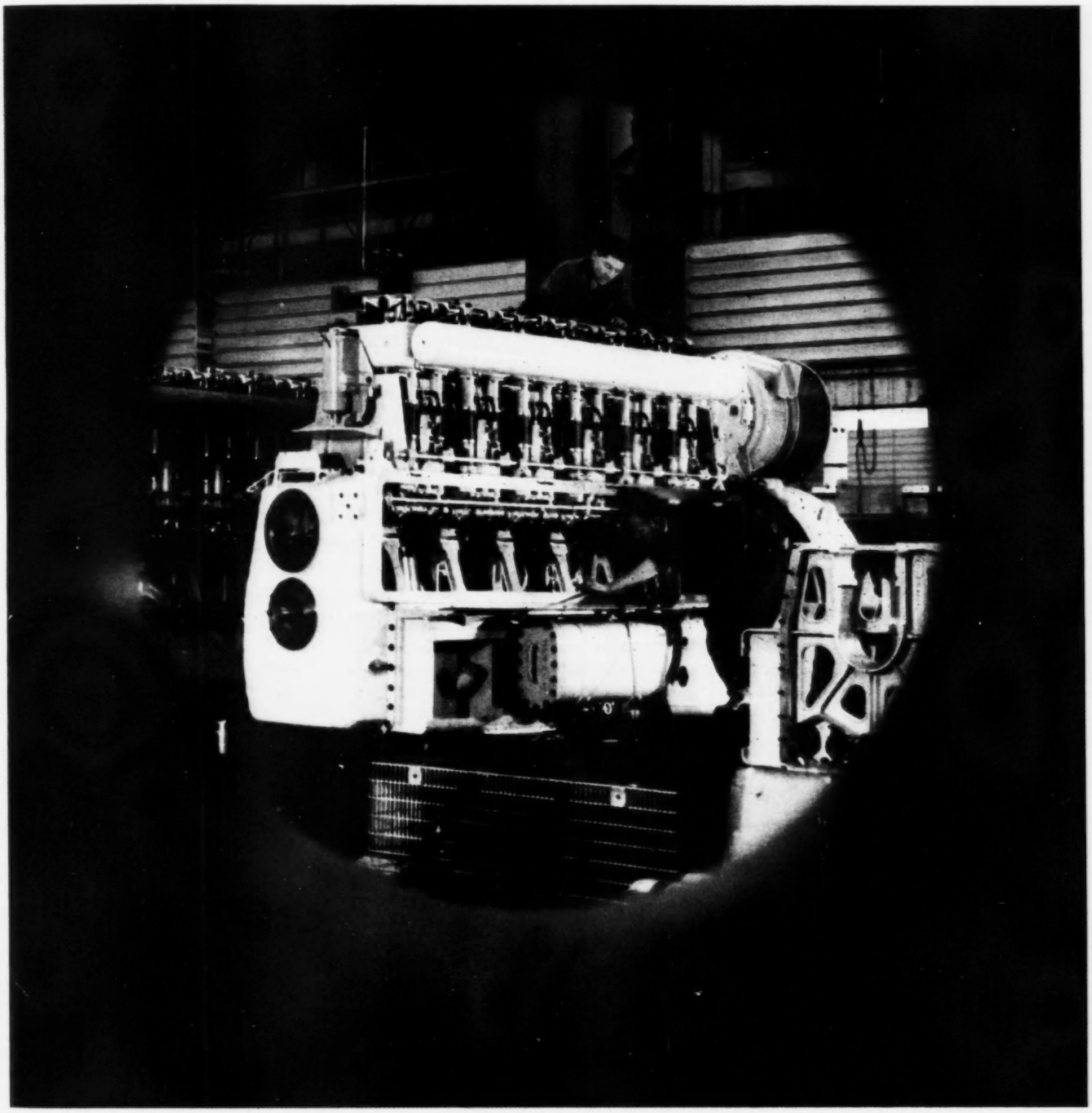
Board of Trade Journal

THE UNIVERSITY OF MICHIGAN
MAR 31 1965
PERIODICAL READING ROOM

Volume 188, No. 3545 Published by Her Majesty's Stationery Office 26 February 1965



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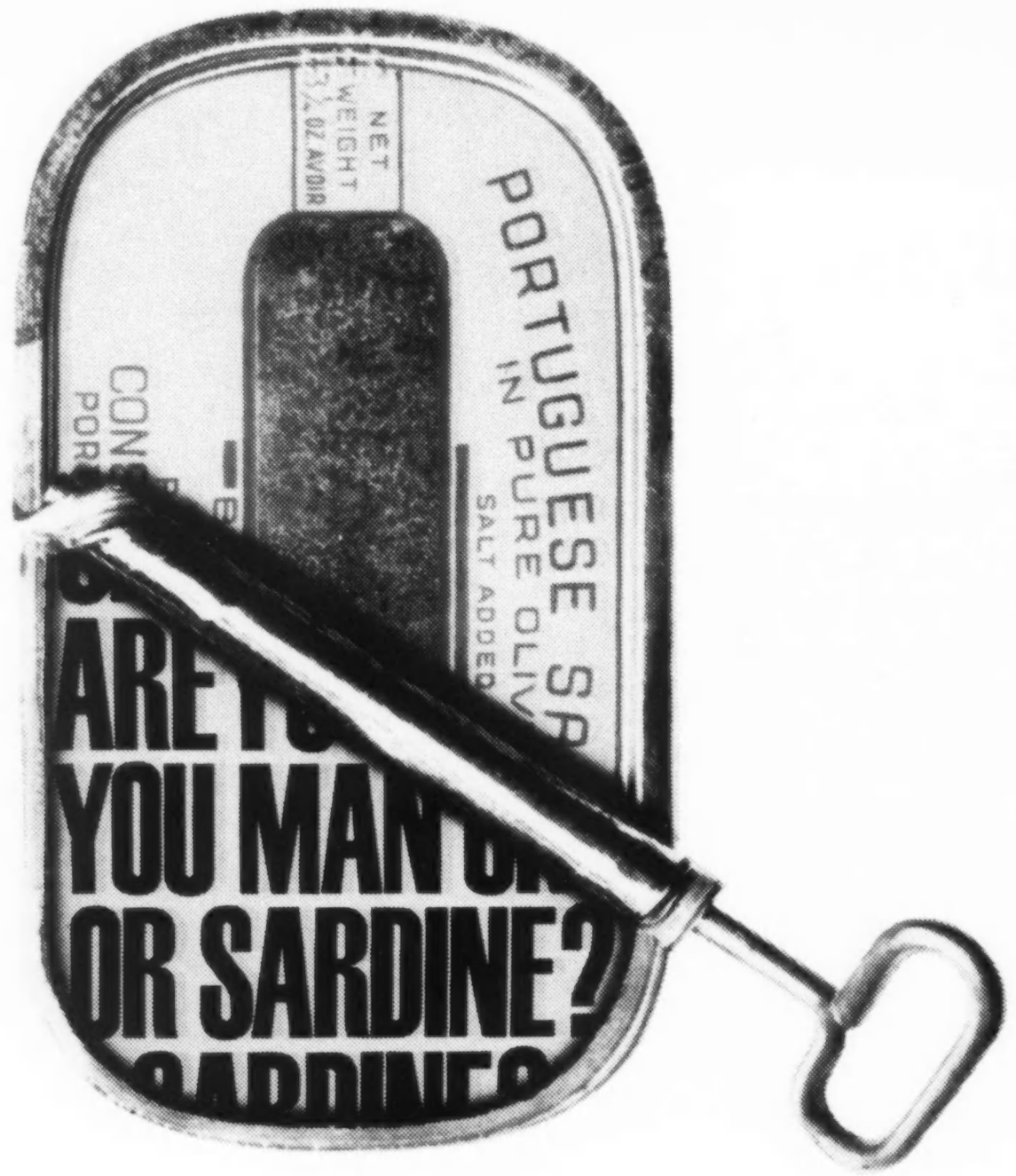

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Board of Trade Journal

VOLUME 188, NO. 3545, PAGES 441-480
26 FEBRUARY 1965
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Front cover photograph

In January last year Commonwealth Railways of Australia placed an order for three 1,400 hp Co-Co locomotives with Tullochs Ltd. New South Wales. These locomotives, which now provide additional motive power on the 3ft. 6in. gauge Central and Northern Australian lines, are fitted with Sulzer 6LDA28-C engines, one of which is seen here in the shops of the Diesel Traction Division of Vickers-Armstrongs (Engineers) Ltd, Barrow, before shipment to Australia.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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GOVERNMENT SERVICES FOR EXPORTERS—6

ECGD's world network safeguards traders

by **Philip Jones, OBE, Public Relations Officer, Export Credits Guarantee Department**

ANY DAY OF the week in one Eastern capital the retired department head of a local bank will receive a discreet airmail envelope with a London postmark. After studying its contents he will ring up old contacts in the banking and business community; he may take a stroll to the bazaar to sift the gossip about one or two traders. Once his report is completed it will be airmailed or cabled to London.

This man is a vital link in Britain's export drive: he is one of the Export Credits Guarantee Department's many information sources. You will find his like in every city in the world – rather, one hopes, you will fail to find him, for the job is not without its hazards. One former agent in another Eastern country reported unfavourably on a bazaar jewel merchant who discovered this (through a breach in confidence) and threatened to kill him if he set foot in the bazaar again. ECGD still has his services – but not in that city.

This network of informants makes certain that ECGD has the best and most up-to-date information available in London on overseas buyers. At its headquarters ECGD has files on 140,000 overseas buyers. It receives over 600 enquiries a day for approvals on overseas buyers. Two-thirds of these inquiries are answered by return, and others within two to three days, from information in ECGD's files or from sources of information within the City's golden mile. On many names, however, ECGD has no filed information, and must cable or airmail its informants on the spot. Roughly 30 cables fan out each day seeking information on these new buyers; with Continental sources ECGD is of course in touch by Telex.

Information on buyers is not the only need of ECGD underwriters. The standing of a buyer's country is as important as that of the buyer himself: so EGCD must know as much about countries as it knows about buyers. With countries there is of course no need to make inquiries on individual policy-holders' application: the information is already garnered and assessed.

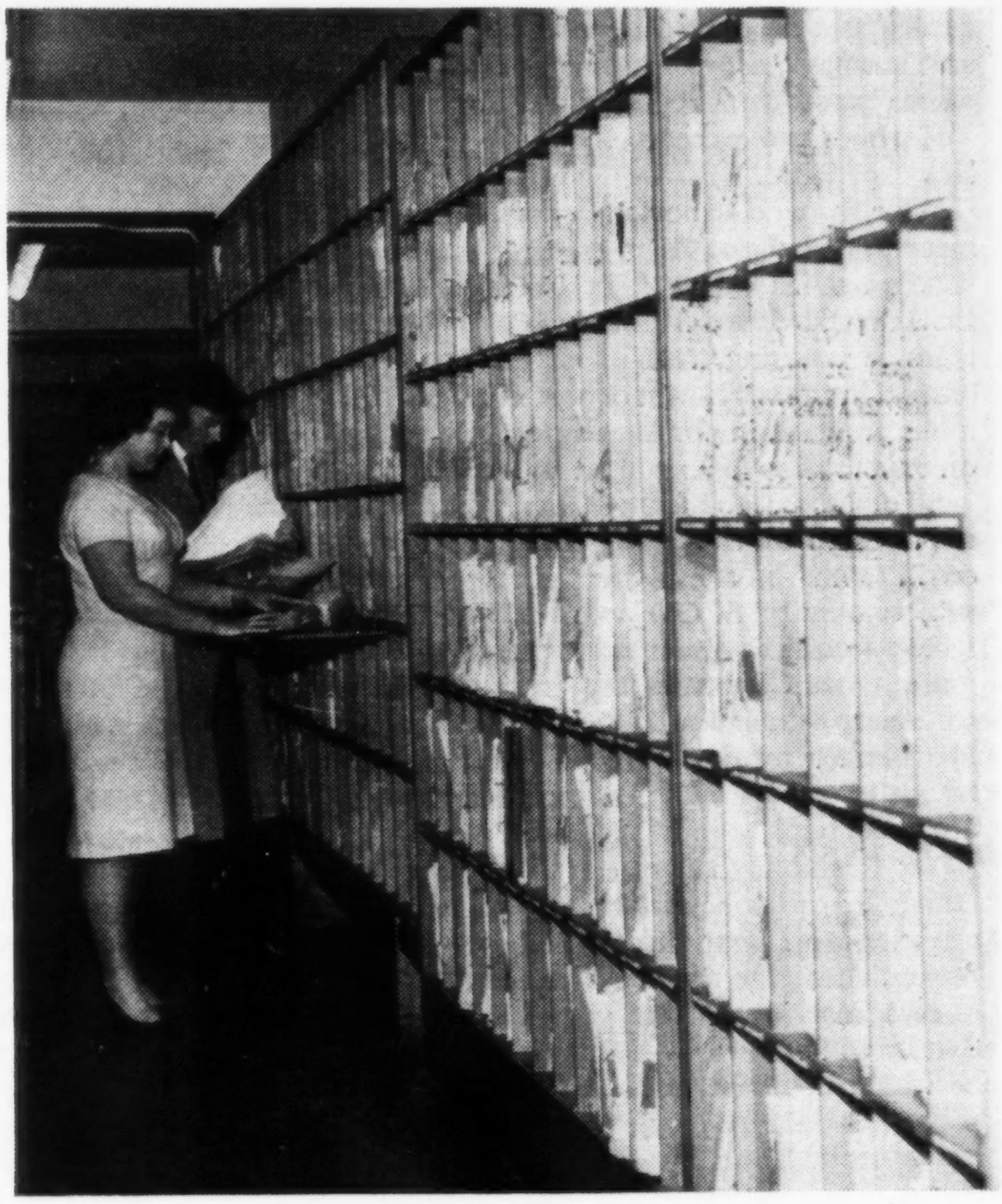
ECGD needs economic intelligence, to judge a country's future earning potential, and it needs political intelligence to judge the future shifts in political power and the prospects for responsible management of the economy. The main source of this is the daily flow of information from the Government's overseas representatives to Whitehall Departments. This information is however studied by ECGD from a different specialised point of view. Where, for example, the Board of Trade will be chiefly interested in information as it affects prospects for British exports to a market, ECGD will study the probable availability of exchange for meeting future payments due to British suppliers. And a regime with little to commend it on diplomatic grounds may yet be firmly established and determined to maintain its international creditworthiness, and thus better regarded by ECGD than a weak and inexperienced democratic coalition that supplants it.

These unseen intelligence services, so extensive and expensive that they cannot be matched by even the largest individual company, are a bonus with every ECGD insurance policy. Indeed, more than one exporter has said that if only he could pay for the intelligence service he would not need to insure! (He is of course mistaken: even with the best intelligence service there are substantial losses to be made good.)

What would be an unacceptable expenditure for an individual company becomes almost trivial when spread over more than seven thousand firms. This is the feature which distinguishes credit insurance from

Trading with Australia

A 72 page illustrated supplement on Anglo-Australian trade is published in this issue.



Export Credits Guarantee headquarters handle more than 600 *credit limit inquiries daily. The racks hold files of* 140,000 *overseas buyers.*

most other forms of insurance: by expert supervision it reduces the risks involved, and then charges insurance premium only on the reduced risks.

The risks are reduced but not extinguished, the aim of ECGD being to insure (and earn premium on) all reasonably sound business. To quote an American Management Association report: 'It is generally agreed among businessmen that a company with no bad debts over a long period of time is probably operating under a poor credit and collection policy. Such a situation may mean that the company has set its credit standards so high that all except the very best credit risks are being turned away.' More crisply, if you have no bad debts sack the credit manager – he is not doing his job!

The extent to which ECGD will cover marginal business is indicated by its claim figures: in the last financial year claims amounted to £4·6 million for a total insured business of £1,165 million. Allowing for eventual recovery expected on a part of these claims, this gives a bad debt ratio between 0·2 and 0·3 per cent. It is however worth remembering that with less complete services of information (or with rather less experience in interpretation) it would be easy to achieve a far higher claims figure for no increase in turnover – the bad business taken on being balanced by some sounder business needlessly rejected.

Exporters on substantial credit terms who do not insure are now in the minority: it has been estimated that ECGD covers at least two-thirds of all export business on longer than six months credit. As there are no statistics available of the considerable volume of business still done on secure terms, it is not possible to estimate with any accuracy coverage of the short-term credit field. One can however make some assessment of ECGD's coverage of Britain's main exporters. In October and November the *Financial Times* published lists of 103 'leading exporters'. Of these, 65 directly insured with ECGD, and of the 38 who did not insure directly several are known to deal through merchants who are themselves insured.

In ten years ECGD has roughly doubled the proportion of export business which it insures. Much of this increase has come from the acquisition of new policyholders. Credit insurance is no longer regarded as a prop for the inexperienced or the exporter with questionable business: last year twenty new policies were taken out by exporters whose export turnovers already exceeded one million pounds annually – of whom two exceeded ten millions. Clearly these exporters did not lack experience.

Why then do exporters insure? There are some who insure as a means of financing their exports: their bank has told them that advances against export bills are dependent on the assignment of an ECGD policy. But even the majority of these recognise other advantages in covering their export risks. Of these other advantages the normal insurance benefit of protection is usually secondary, even though it has grown in importance as terms have lengthened and outstandings on export sales have bulked larger in companies' accounts.

So one comes to the most widespread reason for using ECGD cover: the freedom which it gives an exporter to be able to offer competitive credit terms – in substantial volume – to new buyers in new markets, subject only to ECGD approval for the larger amounts. This is the factor special to credit insurance – that the policy can pay for itself many times over from the profits on increased business. One confectionery manufacturer doubled his exports in four years of insurance; a manufacturer of contractors' equipment lifted his exports from a trickle to over £4 million within three years of insuring; such successes are commonplace in ECGD's records.

Yet this ability to get extra business is a factor which can be forgotten by the policyholder. He examines the claims he has received against the premiums he has paid over several years, and concludes that he would save money by not insuring. If this 'seven year itch' leads him to cease insuring, ECGD will not worry unduly; experience has shown that he will discover what he has disregarded – that without insurance he would not have done the same business. Bearing his own credit risks, he would have avoided certain risky-seeming business nevertheless acceptable to ECGD, would have dealt cautiously with new buyers. Yet with less widespread information sources his credit losses could well have been greater, even on the reduced turnover. Within a couple of years he will usually revert to insurance.

Though ECGD exists to encourage exports it is run as a business – that is to say, with regard for the financial outcome of its operations. Claims payments fluctuate from year to year, but premium rates have been kept stable, though progressively diminishing. The ratio of notional reserves to liabilities has remained remarkably steady for several years, at roughly 5 per cent – adequate only because ECGD is backed ultimately by central government funds.

Though ECGD has no monopoly rights the absence of effective commercial competition (in the way of insuring political as well as 'buyer' risks) has left it alone in the field, and it would be surprising if it had not its share of criticism. A complaint sometimes heard is that ECGD will not normally allow an exporter to select individual transactions for insurance. The general way of putting this is that 'ECGD requires an exporter to pay premium on his safe business'. No business is more than relatively safe, and ECGD premiums are matched to the risks. But the idea that ECGD should in any case be prepared to quote for covering individual risks – admittedly at a much higher premium – is not practicable. ECGD will at present cover a reasonable spread of markets, good and bad (as distinct from world coverage) at a somewhat greater premium; yet experience has shown that only some four per cent of Comprehensive policyholders take this option. For single markets – and still more for selected buyers – the rates which could be quoted would be unlikely to result in any appreciable business at all. If this proved so the only result would be an additional administrative cost on the abortive negotiations to be met perforce out of ordinary premiums. Still more serious, ECGD has expanded so rapidly in recent years that underwriters with the necessary experience are hard come by: to divert many of these to abortive transaction-by-transaction, buyer-by-buyer, or country-by-country negotiations would weaken the handling of normal business.

ECGD's policy is therefore based on the insurance principle that by taking all or nearly all of an exporter's business it can be confident of getting much business which is sound, without the need for close – and vexatious – scrutiny, and on the general business principle that the greatest turnover will produce the lightest burden of overheads on the individual customer or transaction.

Adherence to this policy has kept Britain in the lead with a substantially higher proportion of exports credit-insured than her trading rivals. Last year, for example, ECGD-insured exports rose 12 per cent, against a 4 per cent rise in total exports.

This lead in volume has enabled a fuller and cheaper service to be offered. Open comparisons are difficult, since much of the available information comes in confidence from other insurers. But certainly ECGD covers the highest proportion of loss of any European credit insurer. One may perhaps quote (from a letter to *The Times*) the insurance broker who is a member of the FBI Committee on export credit matters: 'A few months ago I attended the conference on the Continent to discuss the businessman's attitude to export credit insurance. The general conclusion of the Continental representative was that the ECGD system was to be preferred to their own and that the British exporters enjoyed distinct advantages in insuring and financing export credits because of the flexibility of the British system'.

The improvements in ECGD facilities announced by the President of the Board of Trade on January 27, (see *Board of Trade Journal* issue of February 5), are only the latest in a progressive improvement and modification of the facilities. It would be pointless to attempt here a short description of the many types of cover so fully described elsewhere. The booklet 'ECGD Services' can be obtained free from any ECGD branch* (or from 59-67 Gresham Street, London, E.C.2); it describes in detail the working of the ECGD scheme.

Better still for the exporter wishing to know more about ECGD, a visit from one of its local representatives. These are men who have spent their whole working career in the business of export credit insurance, and who each day in contact with exporters are adding to their experience of conditions in the export trade and its problems and techniques. ECGD does not duplicate the advisory services of the Board of Trade, yet many exporters find a visit from the ECGD manager time well spent – whether a policy results or not. For his part, the manager knows that ECGD has extended its insurance coverage not through forced sales but from the real assistance it has been able to afford the export trade.

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* *See page xv of January 22 issue for addresses.*

Import charge cut by 5 per cent from April 27

THE 15 per cent temporary import charge introduced on October 26, 1964, is to be cut to 10 per cent from April 27 next. This was announced in Parliament by Mr. James Callaghan, Chancellor of the Exchequer, on February 22 and coincided with a similar announcement made by Mr. George Brown, Secretary of State for Economic Affairs, at the Geneva meeting of EFTA Ministers attended by Mr. Douglas Jay, President of the Board of Trade.

Mr. Douglas Jay to visit South Wales

MR. DOUGLAS JAY, President of the Board of Trade is to visit South Wales on March 4 to 6. On March 4 he will attend a dinner given by the Industrial Estates Management Corporation for Wales at Cardiff. The President will meet the Mayor of Cardiff on March 5, and visit the Landore site at Swansea before having lunch with the Council of the Industrial Association of Wales and Monmouthshire. Later that day Mr. Jay will meet West Wales development district local authorities at the Fforestfach Industrial Estate, Swansea, and in the evening meet members of the South Wales Regional Advisory Committee of the Trades Union Congress at Swansea. This meeting will be followed by a Board of Trade reception for representatives of a number of leading export firms in South Wales. Mr. Jay will then attend a dinner given by the Llanelly Borough Council and the Llanelly Rural District Council at Llanelly.

On March 6 the President meets Pembrokeshire development district local authorities at Milford Haven Urban District Council Offices, after which he will open the advance factory allocated to Dowty Seals, Ltd.

Note: This is one in a series of regional visits which Mr. Jay has made since he became President of the Board of Trade. He has aready visited Lancashire and Merseyside, the North-east, Scotland, and West Cumberland and Carlisle.

Mr. Douglas Jay, President of the Board of Trade (right) has some points explained to him by Mr. G. N. F. Wingate, director and general manager of Distington Engineering Co. Ltd., of Workington, Cumberland. The President was making a two-day visit to West Cumberland and Carlisle. (See Board of Trade Journal, February 12, page 313.)

Further details of measures to increase exports announced

THE British National Export Council have given further particulars of the schemes (first announced by Mr. Douglas Jay, President of the Board of Trade on January 27 – see *Board of Trade Journal*, February 5, pages 255-258) under which financial assistance from public funds is to be made available for inward and outward trade missions and for collective market research. Two hundred representatives of Trade Associations, Chambers of Commerce and other bodies were told at a meeting on February 16 that the way the scheme is to work will be as follows:—

'Proposals will only be considered by the BNEC if they come from Trade Associations, Chambers of Commerce or other non-trading bodies. Consequently an individual firm which wishes to take advantage of the schemes must start off by persuading a body of this kind to put the proposal forward on a collective basis.

'The body initiating the proposal must be prepared to give all firms in the relevant sector a chance to participate.

'The proposers of the operation will be required in the first instance to meet its whole cost but will subsequently be reimbursed by BNEC in respect of 50 per cent of certain defined expenses. In the case of *Trade Missions* these expenses will consist of: (a) passages to and from Britain of members of the mission; (b) their internal travel in Britain or in countries overseas; (c) their basic accommodation and meals up to a ceiling figure per person per day.

'In the case of Market Research, 50 per cent of a consultants fee will be paid or 50 per cent of the cost of a research mission undertaken by a trade association or other body (the principles on which the costs of such a mission would be met are the same as for trade missions).

'Before approving any proposal, BNEC will obtain the views of HM Diplomatic Posts in the country concerned and (in the case of market research) will wish to be assured that the information is not already available or easily obtainable through the existing Government export services. But subject to this reservation, BNEC intends in general to approve any proposal with a genuine collective purpose which has the clear endorsement and financial backing of industry As regards Trade Missions, however, BNEC wishes to emphasize. the advantages of missions of limited size with specialized interests. As regards Market Research the products and area to be covered must be clearly defined and manageable.

'Once a proposal has been approved, the main burden of administering it will be left to the initiating body which will be asked to submit a short report on the upshot and value of the operation. About 15 applications for help under the scheme have already been made and the information needed for a decision to be taken about them is now being collected.'

Mr. Edward Redhead, Minister of State (Overseas), Board of Trade, third from left, shaking hands with members of the Yugoslav Trade Mission.

Committee for exports to New Zealand

THE SECOND STAGE of an operation to help in increasing United Kingdom exports to New Zealand was completed on February 16, when the membership of the Committee for Exports to New Zealand was announced by its chairman, Mr. Alexander Ross. The committee is one of five new export committees formed by the Commonwealth Exports Council and announced last month by Mr. Douglas Jay, President of the Board of Trade.

The aims of the committee, which consists of businessmen with a wide experience of exporting and of the New Zealand market, are to increase the volume of business done by those who are already United Kingdom exporters to New Zealand, to find new markets in New Zealand for United Kingdom exporters and to seek out potential United Kingdom exporters and help and encourage them in opening up trade with New Zealand.

The members of the committee are: Mr. J. B. Aldersley, Shell International Chemical Co. Ltd., Mr. W. P. W. Anderson, Carpet Manufacturing Co. Ltd., Mr. J. E. Bolton, Solartron Electronic Group Ltd., Mr. J. M. Butler, Lewis Berger (Great Britain) Ltd., Mr. E. J. Couttie, Tootal Broadhurst Lee Co. Ltd., Mr. A. R. Dowson, Mather & Platt Ltd., Mr. W. A. Mactaggart, Pringle of Scotland Ltd., Mr. A. H. Reed, Commonwealth Relations Office, Mr. P. Ridley, Board of Trade, Mr. J. O. Stanley, Pye Ltd., Mr. T. M. Wakefield, British Steel Export Association and Mr. W. P. Walker, Brown Brothers & Co. Ltd. (Edinburgh).

All inquiries should be addressed to Mr. J. W. Buhlman, United Dominions Trust Ltd., 51 Eastcheap, London, E.C.3., who is acting as secretary to the committee until a permanent appointment is made.

NIC report on engineering and shipping agreements

IN THEIR Report No. 4 (Final) published on February 16, the National Incomes Commission find that agreements made in November-December 1963 for increases in pay in the engineering industries and for increases in pay and reductions in hours in the shipbuilding industry were contrary to the national interest. The Commission state that the nationally negotiated wage increases in these industries did not or did not to any adequate extent take account of increases in earnings arising from other causes (i.e. of wage drift) and that the resulting total increases in earnings were in excess of 3½ per cent per annum. The settlements, superimposed on increases in other elements in the pay packet, gave to both engineering and shipbuilding more than their fair share of the increase in national productivity.

Mr. James Griffiths (centre), Secretary of State for Wales, chatting with overseas apprentices during a visit to the Blackwood works of South Wales Switchgear Limited recently. With him is Mr. A. J Nicholas, chairman and managing director of the company.

Applications for financial assistance under LEA

THE BOARD OF TRADE announce that on and after March 1 applications for loans and grants under the Local Employment Acts 1960 and 1963 should be submitted to the Regional Controller of the Board of Trade for the Region in which the project for which assistance is sought is located, instead of, as at present, to the Board of Trade Distribution of Industry Division, 1 Victoria Street, London, S.W.1. (A list of Regional Controllers and the districts for which they are responsible is given on page 47 of the Supplement Trading with Australia in this week's issue.)

This change applies to applications for loans, grants for general purposes and building and plant and machinery grants made under the following sections of the Acts:

Section 4 of the Local Employment Act 1960 – loans and grants for general purposes.

Section 3 of the Local Employment Act 1960 as amended by Section 2 of the Local Employment Act 1963 – building grants.

Section 1 of the Local Employment Act 1963 – plant and machinery grants.

Applications should continue to be made on form LEA.1 for building or plant and machinery grants and on form LEA.2 for loans and grants for general purposes.

This change in procedure is being made because, in the light of experience in dealing with the large number of applications that have been received by the Board of Trade, it is considered that the preliminary examination of applications will be facilitated. After the preliminary examination, Regional Controllers will forward applications to the Distribution of Industry Division of the Board of Trade at Headquarters for consideration.

Failure to supply information requested is likely to lead to delay. The time taken to complete the consideration of applications also depends on the prompt supply by applicants of additional information which may be requested by the Board at later stages when the application is under consideration by the Board at Headquarters or by the Board of Trade Advisory Committee.

The Board do not accept applications for plant and machinery grants in respect of plant and machinery that has already been delivered at the time that the application is made. Nor do the Board accept applications for building grants in respect of building work which has been started or proceeded beyond its early stages at the time that the application is made.

The Board of Trade will deal with applications as speedily as possible. Applicants are requested to co-operate as fully as possible in providing promptly information which may be requested by the Board of Trade or by their Advisory Committee during the examination of applications.

Before completing the form applicants should read the explanatory notes supplied with the form. They should send the completed form to the Board of Trade Regional Office for the area in which the project will be located.

NEDC appointment

MR. GEORGE BROWN, First Secretary of State and Minister for Economic Affairs, has appointed Mr. F. Kearton, Chairman of Courtaulds Ltd., as a member of the National Economic Development Council in succession to Mr. A. R. M. Geddes, who has resigned following his appointment as chairman of the committee of inquiry into the shipbuilding industry.

Marketing conference to be held in North-west

DURING National Productivity Year a committee was formed of representatives of the main national bodies concerned with or interested in marketing. Since then the committee has been reformed on a permanent basis with the title of National Joint Marketing Committee, of which the chairman is Mr. M. I. Prichard, managing director of F. Perkins Ltd. Following a series of regional conferences organized by the committee in the Midlands, the South-west and Scotland, a further regional conference is to be held in the North-west on April 8.

An encouraging feature of the conferences has been the attendance by senior management and trade union representatives.

'New Factories – New Jobs' is the theme of the current window display at Wellbar House, Newcastle upon Tyne, the headquarters of the North East Development Group. The display, arranged by the regional offices of the Board of Trade and the Ministry of Labour, in co-operation with the Central Office of Information, highlights 42 Government-owned industrial estates and sites in the North-east administered by the Industrial Estates Management Corporation for England. A large map shows the location of the industrial estates and there are aerial colour photographs of the estates at Team Valley, Aycliffe and Hartlepool. There is also a model of a typical Government-built advance factory and a map showing where these factories are. The Ministry of Labour part of the display pin-points the Government Training Centres at Felling, Tursdale and Billingham, and a series of photographs illustrates how the Training Centres provide courses in about 40 different trades.

New factory for West Hartlepool

THE WODEN Transformer Co. Ltd., of Bilston, Staffordshire, are to build a new factory in Brenda Road, West Hartlepool, for the manufacture of electrical equipment. The factory, initially of 25,000 square feet, will provide an estimated 100 jobs, mainly for men. An option has been taken on adjoining land for possible future expansion. Long-term prospects are for 200 or more jobs.

The development is being assisted by West Hartlepool County Borough Council, and the company also qualifies for Board of Trade grants towards building and plant costs.

UK tourist industry earned £330m last year

—Lord Geddes

DURING THE PAST ten years Britain has attracted nearly 16 million visitors from overseas. Including fare payments to British carriers, the country's earnings in overseas currency from this traffic totalled more than £2,390 million. Lord Geddes, chairman of the British Travel Association, revealed these figures when he announced that an estimated total of 2,400,000 overseas visitors came to Britain in 1964 – approximately 14 per cent more than inthe record-breaking previous year.

Britain's tourist earnings from visitors in 1964 were 'well over £330 million,' he added.

In the past ten years, said Lord Geddes, Britain's tourist industry had developed at three times the average rate of other export trades. It was now the country's fourth largest export industry and biggest single American dollar earner. Giving a breakdown of Britain tourist figures last year. Lord Geddes said there had been nearly 600,000 United States visitors (an increase of 16 per cent) and 1,167,000 arrivals from European countries (a rise of 12 per cent). He added that final figures for the numbers of visitors from British Commonwealth countries in 1964 were not yet available. It was estimated that these, too, were considerably higher than in the previous year.

Travel agencies and holidays abroad

ANSWERING A Written Question in the House of Commons on February 17, on what steps were being taken to protect those who take holiday tours abroad against default by travel agencies, Mr. Roy Mason, Minister of State (Shipping), at the Board of Trade replied: 'I am considering whether it is practicable, without restricting legitimate enterprise by new or small firms or materially increasing costs to the travelling public, to devise legislation which would give protection to tourists against the risk of financial default by tour organizers who provide inclusive holidays abroad. It is clear however that any such legislation could not affect holiday bookings for this coming summer. Members of the public who are thinking of taking an inclusive tour abroad would, therefore, be well advised, before committing themselves financially, to inquire of the travel firm concerned about the existence and nature of any arrangements which may be in force in respect of the tour to ensure that those who make it do not suffer financial loss if the tour or any material part of it is not in fact provided.'

Design appreciation courses for engineers

ENGINEERS from 1,500 firms are being invited to take part in the series of design appreciation courses which will be organized by the Council of Industrial Design during 1965. The CoID has been organizing courses for engineers since 1960, and the courses are now the principal means of introducing engineering managers, designers, sales and production engineers to industrial design.

The 1965 programme of courses is divided into two sections: the *executive courses* for technical directors, chief engineers, sales and production directors, and the *staff courses* for section leaders, draughtsmen, technicians and sales representatives.

Awards for rescue work at sea

HM GOVERNMENT has awarded silver rose bowls to Captain Gunnar Molver, master of the Norwegian mv 'Fruen', and Captain Claude W. Bailey, commanding officer of the United States Coast Guard cutter 'Coos Bay', in recognition of the services they rendered in rescuing 20 members of the crew of the British mv 'Ambassador' which foundered in the Atlantic on February 22, 1964. Fifteen of the 'Ambassador's' crew of 35 were lost.

But for the fine seamanship, determination and fortitude of Captain Molver and Captain Bailey and the good work of their crews, there is little doubt that the whole of 'Ambassador's' complement would have been lost.

First four sections of RPA operative April 30

THE BOARD OF TRADE published an Order on February 18 providing that those provisions of the Resale Prices Act, 1964 which restrict the practice of resale price maintenance (Sections 1-4) are to come into operation on April 30.

The Act laid down an initial period of three months, which expired on November 16, 1964, during which suppliers practicing resale price maintenance were able to give notice to the Registrar of Restrictive Trading Agreements. The Registrar published on February 11 a first list of the classes of goods on the register, and announced that he hoped to publish a further list of classes of registered goods about the end of March which he hoped would include substantially all the remaining classes of registered goods. Goods falling within the listed classes will enjoy temporary exemption (i.e. minimum resale price condition will be allowed on them) until the Restrictive Practices Court has considered the case for exempting them.

As regards classes of goods which have not been registered under the Act, on or after April 30 it will be unlawful for suppliers to impose conditions for maintaining minimum resale prices, although suppliers will still be free to fix and enforce maximum resale prices, or to advertise or recommend appropriate reselling prices.

A supplier of goods not enjoying exemption will be subject to the provision in Section 2 of the Act making it unlawful to refuse supplies on the ground that a dealer has been selling below the resale price or is likely to do so, in cases where he would not otherwise have withheld supplies. (A supplier's freedom to decide with whom and on what terms he will do business is, in general,

unaffected by this provision. Some suppliers, for instance, deliberately prefer to restrict the number of retail outlets through which their goods are sold, or enter into exclusive dealing, agency or franchise agreements. Such arrangements are unaffected.)

Notwithstanding this provision, the Act permits a supplier to withhold supplies of non-exempted goods if he has reasonable ground to believe that a dealer has been using goods of that type as loss leaders (i.e. has been selling such goods not for the purpose of making a profit, but to attract trade).

Minimum resale price maintenance will not be a criminal offence, but the Crown will be able to enforce compliance by civil proceedings for an injunction. Private persons who are affected will also be able to take civil proceedings.

Copies of the Resale Prices Act (Commencement) Order, 1965 (SI 1965 No. 228 (C. No. 1) can be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 3d., by post 5½d.

The Restrictive Trade Practices Act, 1956

IN THE THIRD report made by the Registrar of Restrictive Trading Agreements to the Board of Trade (Cmnd. 2246) certain figures were included to indicate the progress made in the administration of the Restrictive Trade Practices Act, 1956, up to June 30, 1963. The following are figures as at December 31, 1964, calculated upon the same conventions.

At December 31, 1964, the register (exclusive of the special section maintained by virtue of Section 11(3) of the Act) contained particulars of 2,505 agreements showing a net increase of 75 since June 30, 1963. The total is increased by the inclusion of 95 new registrations and reduced by the removal of agreements of no substantial economic significance under Section 12 of the Act.

Of these 2,505 agreements, by December 31, 1964, 1,065 had been brought to an end by the parties and a further 570 had been varied so as to remove all the restrictions with which the Act is concerned. The corresponding figures at June 30, 1963, were 1,000 and 525. A further 15 agreements have expired and have not been renewed. At December 31, 1964, the total number of agreements which had been terminated or from which all registrable restrictions had been removed by virtue of an Order of the Restrictive Practices Court or by act of the parties was 1,750.

By December 31, 1964, 235 agreements had been referred to the Restrictive Practices Court and 138 of those had been disposed of, leaving 97 cases in various stages of preparation between the issue of the Notice of Reference and the Court hearing. The corresponding figures at June 30, 1963, were 160, 114 and 46.

Note:

Particulars of an agreement remain on the register notwithstanding the termination of the agreement.

All figures are rounded (except those relating to Court cases). In calculating the number of registered agreements a series of common form agreements is treated as one agreement and where an agreement is made for a year and repeated each year in broadly similar terms the series of annual agreements is treated as one agreement.

Import and export of road vehicles

Temporary importation of road vehicles into Great Britain

From April 1, 1965, Customs temporary importation documents will no longer be required for private or commercial road vehicles temporarily imported from abroad. Instead, the Customs will give the driver a Notice showing the date by which the vehicle must be exported and setting out the conditions of temporary importation, which remain unchanged.

Temporary exportation of road vehicles from Great Britain

From April 1, 1965, Customs temporary exportation documents will no longer be required for private or commercial road vehicles temporarily exported from Great Britain.

Temporary importation of road vehicles into Northern Ireland

(a) From April 1, 1965, security (by bond, deposit, triptyque or carnet) will no longer be required for vehicles registered in the Republic of Ireland and temporarily imported into Northern Ireland from the Republic of Ireland. New forms (No. C.112 (NI) for private vehicles and No. C.112 (CV) (NI) for commercial vehicles) will replace the present documentation and will be obtainable from Boundary Posts and Stations, major Customs offices in Northern Ireland, and motoring organizations in the Republic of Ireland shortly before April 1.

(b) No Customs temporary importation documents will be required from visitors arriving in Northern Ireland whose vehicles are registered outside the Republic of Ireland.

New concession for hired vehicles temporarily imported into Northern Ireland

A new concession is being introduced on April 1, 1965, to allow residents of Great Britain not being residents of Northern Ireland to import temporarily into Northern Ireland, without payment of customs duty and purchase tax, vehicles hired in the Republic of Ireland. The period of temporary importation for each entitled person will be limited to one month, during which the vehicle may cross and re-cross the Land Boundary without restriction. The residents of Great Britain entitled to the concession are those who have spent not more than 90 days in the previous twelve months in Northern Ireland. The necessary document will be obtainable at the time of taking delivery of the hired vehicle.

Temporary exportation of road vehicles from Northern Ireland

From April 1, 1965, Customs temporary exportation documents will be required only in respect of private or commercial road vehicles registered in Northern Ireland and temporarily exported across the Land Boundary.

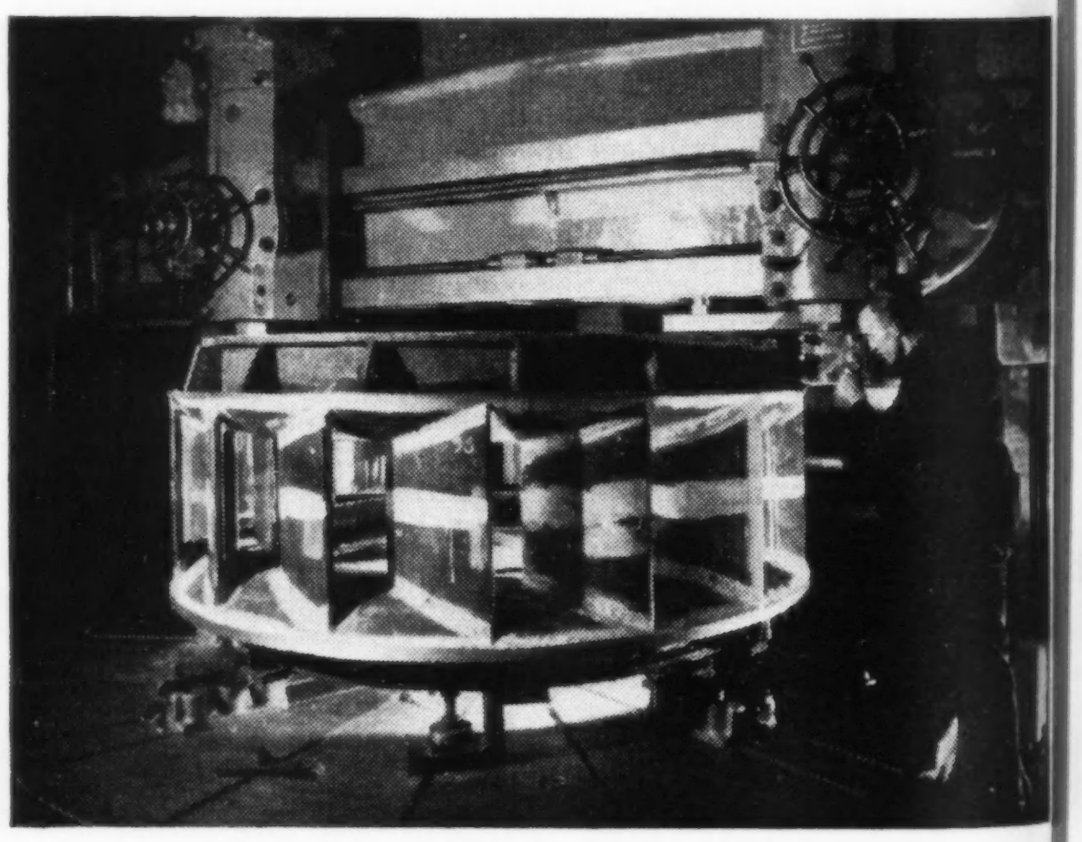
Imports of fresh grapefruit from the Dollar Area

IN NOTICE TO IMPORTERS No. 1099 dated February 20, the Board of Trade announced that the quota for imports of fresh grapefruit from the Dollar Area for the period March 1 to September 30 will be repeated at £1,150,000 c.i.f. Licences will be valid only for the period stated.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

The separate quota for imports of fresh grapefruit from Cuba during the calendar year 1965 is also being repeated at $70,000 f.o.b.

Licences under both these quotas will be issued on the basis of contracts placed with overseas suppliers and any importer who wishes to obtain a licence should apply on form ILB/A (or TIP/A) to the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, submitting documentary evidence that a



A workman concentrates as he machines one of the two 11,360 h.p. power speed assemblies being made in Britain for the Nkula Falls Power Station in Malawi. The Netherton Works, Bootle, Lancs. of the English Electric Co., started work in January on two turbo-generators for the Nkula Falls hydro-electric scheme.

firm order has been placed for delivery within the appropriate period. Importers are advised to check, before confirming an order, that sufficient of the quota is available for their requirements (Tel. City 5757, Ext. 7176).

Agents and brokers to whom fruit from dollar sources other than Cuba is sent on consignment may also apply for licences to enable them to clear unsold shipments in their own name.

Application for removal of import duty on bees

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on bees. A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1-19 Victoria Street, London, S.W.1, not later than March 12.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 1,300 *leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Rates are* £12 *for a half page or* £20 *for a full page* (10 *ins.* × 7 *ins.*), *payable in sterling in London. Copy can be translated into Japanese at no extra cost. Further details can be obtained by writing to: The Commercial Department, British Embassy,* 1 *Ichibancho, Chiyoda-ku, Tokyo, Japan.*

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New Books

United Kingdom Marketing Intelligence No. 1, Basic Economic Planning Data, Research and Compilation by E. B. Groves (Looseleaf. Marketing House Publishers Ltd., Richbell Place, London, W.C.1, £10 10s.). A statistical compilation published for the Institute of Marketing, in which the main interest lies in an attempt to provide regional economic statistics of various kinds on a uniform basis. The official regional economic statistics which are available, and from which this compilation gets its basic figures, are tabulated on various area sizes; thus, population estimates (in the Registrar-General's *Statistical Review of England and Wales*), income statistics (in the Inland Revenue *Annual Report*), and retail turnover (in the Census of Distribution Reports) are published on a county by county analysis; while employment and other industrial statistics are based on a Ministry of Labour local office area. In the present work, data on these and other subjects are analyzed and presented on the common basis of the local authority area, and there are also analyses for countries, standard regions and counties. The volume additionally includes separate analyses of London and the South-east region which take into account the reorganization of London boroughs in April 1965; and there are comprehensive figures for the 20 largest cities compared with the remainder of the counties in which they are situated. There is an obvious advantage for users of regional statistics to have them all so reduced to a uniform, convenient and flexible area coverage, provided that the statistics are accurately presented, as they appear to be here. The publishers provide an updating service to replace old pages as new data are made available.

Industrial Research in Britain, 5th edition 1964 (726 pages. Harrap Research Publications. 110s.). The new edition of this well-known reference book, though basically following the pattern of the previous edition, shows an increase in size of 265 pages; and it is now a very full directory of all kinds of organizations carrying out, or connected with, industrial research. Separate sections deal with government departments and public bodies, grant-aided research associations, industrial firms, independent laboratories, universities, technical colleges, professional and learned societies, computer services and technical information centres and libraries. The greater size results largely from the greater information given about each organization; and particular emphasis is laid on the actual research being carried out, and on the special techniques and apparatus employed. The volume concludes with lists of British periodicals and abstracting services, and detailed indexes. With this issue, the period between editions has been reduced from six years to two and a half, and the publishers announce their intention of revising the work every other year hereafter.

Industrial Dispersal, by P. D. McGovern (*Planning* No. 485, 6s. from P.E.P. Despatch Department, 98 Kingston Road, London, S.W.19). In this latest issue of Political and Economic Planning's Broadsheets, the author illustrates the problems and possibilities of dispersing industrial firms from over-concentrated to underdeveloped regions by an account of recent experience in Northern Ireland, of which he has made a special study. He summarizes information obtained from firms that have recently chosen to go there, and draws parallels with conditions in other regions. The main conclusion is that much more dispersal is possible, and the main recommendation is for comprehensive and imaginative area development projects to attract industry to selected growth areas.

World Trade in Wool and Wool Textiles, 1952-1963. Commonwealth Economic Committee (195 pages, 35s., by post 36s. 1d., from HM Stationery Office and Government bookshops). This volume is in continuation of the Commonwealth Economic Committee's *World Consumption of Wool*, 1950-1953 and *Wool Production and Trade*, 1952-1956. The statistical tables cover altogether 70 countries, and within each country section the information has been arranged to a standard pattern, from the raw wool to the finished product. The text also contains a concise survey of world tariff policies, import restrictions and customs unions on international trading patterns as related to wool and wool products. The appendices give detailed figures on international trade in raw wool manufactures.

Mason's Publishers, 'An Annotated Directory of the Publishing Trade', 2nd edition (152 pages. Kenneth Mason Publications Ltd., 42s.). A new edition of a young directory in its field, giving concise information in short entries for a large number of firms in the United Kingdom, including publishers of books, periodicals, newspapers, music and even greeting cards. Entries are in alphabetical order of publishers' names and include, as far as possible, brief details of the structure, size and ownership of firms, with an indication of the size of its output of publications. Publishers are also listed in broadly classified 'category groups', and there is a useful specific index of places where firms are situated. This directory contrasts in many respects with the other main directory in this field, *Cassell's Directory of Publishing* (3rd ed. 1964. 480 pages. Cassell, 50s.), which covers only the principal book publishers, but which gives far more space to each firm and is mainly concerned with information about agency arrangements and overseas representations. *Cassell's Directory* covers the whole Commonwealth, South Africa and the Irish Republic, and its subsidiary matter consists largely of listings of various literary institutions and services. In short, *Cassell's Directory* is intended mainly for the professional book-buyer in libraries and the book-trade: *Mason's Publishers*, on the other hand, is primarily for 'print' sellers and others who provide goods and services to publishers – though its larger number of names and addresses in the United Kingdom give it a general value as a supplement to the other work.

World Calendar of Forthcoming Meetings, Metallurgical and Related Fields (6 cumulative issues a year. £5 5s. from the Iron and Steel Institute, 4 Grosvenor Gardens, London, S.W.1). An information service, covering about two years ahead, on meetings to be held all over the world dealing with ferrous and non-ferrous metallurgy, production, working properties of metals and their related engineering. It gives the dates and location of conferences, their titles, organizers and registration particulars, and provides information on arrangements for preprints and volumes of proceedings. Each issue has indexes of subjects, places and organizing bodies. This service acts in some ways as a supplement to such existing general services as *Forthcoming International Scientific and Technical Conferences* (Annually. Free from the Department of Education and Science, Richmond Terrace, Whitehall, London, S.W.1) and the American *World List of Future International Meetings Part* 1, *Science, Technical . . .* (Monthly. $4.75 from the Library of Congress, Washington 25, D.C., United States), than both of which it covers a smaller field more intensively, and is less limited to purely 'international' meetings.

The Practice of O & M, compiled by the Management Services Divisions of Her Majesty's Treasury. 2nd edition. (107 pages. 18s., by post 19s. 2d., from HM Stationery Office and Government bookshops). This is a standard textbook on organization and methods used by the Treasury for its own O & M training courses and for newcomers to the Civil Service. Since it was first published in 1954 it has been extensively revised and will now be of interest to people, both inside and outside the Government service, who are concerned with improving efficiency in the office. After outlining the nature and purpose of O & M it describes the techniques of carrying out an O & M assignment including the preliminary work involved, the form of the inquiry, getting the relevant facts, studying the data collected and writing an O & M report.

Slater's Mercantile Law edited by Lord Chorley and O. C. Giles. (15th edition, 484 pages. Pitman, 30s.). J. A. Slater published the first edition of this book in 1905, saying in the preface 'it is designed to give a clear and comprehensive exposition of the main principles of Mercantile Law in England'. The same description still applies, but in a much wider sense. The present edition sets out, within the limits of an elementary textbook, the new legislation designed to protect the citizen of the 1960's in his dealings with businessmen. The chapter on the sale of goods contains sections on the Consumer Protection Act 1961 and the Hire Purchase Act 1964. The Law of Contract, Commercial Relations (agency, partnership and companies), bankruptcy and bankruptcy practice, patents, designs, trademarks and copyright are also covered. This is a standard work for students taking examinations in commercial and mercantile law.

City of Birmingham Abstract of Statistics Number 8, 1963, edited by Alan B. Neale. (183 pages. Central Statistical Office, Birmingham. 10s. 6d.). The Abstract of Statistics is now being published annually. It includes the more important facts about the City's functions and progress which are not easily available in other Corporation publications. These include figures relating to area and climate, population, births, marriages and deaths, employment, occupations, transport and communications, health, education, judicial care of children and some other miscellaneous statistics.

Other publications

HOTELS AND RESTAURANTS IN BRITAIN, 1965 Touring Edition. 410 pages. The British Travel Association, 64-65 St. James Street, London, S.W.1. 6s., by post 7s. 6d.

WIRELESS AND ELECTRICAL TRADER YEAR BOOK 1965. 456 pages. Iliffe Books Ltd. 27s. 6d., by post 29s.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library* (*Abbey 7877, Ext. 3038*) *who compile the half-yearly index to the Journal.*

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, FEBRUARY 17

Export rebates

Mr. Douglas Jay, President of the Board of Trade, was asked if he was aware that continental customers of British exporters, Sweden in particular, were making deductions from payments, amounting in some cases to 2 per cent as against an export rebate of 1¼ per cent; and what steps he was taking to obtain the cessation of this practice. In reply Mr. E. C. Redhead, Minister of State (Overseas), said: 'None. These are matters to be settled between the parties concerned.'

Angus TV company

Asked whether, in view of the fraudulent business activities of the Dundee and Angus Television Company in the Kingussie area, he would take action under section 165 (b) of the Companies Act, 1948 to protect consumers, Mr. George Darling, Minister of State (Home), replied that the concern in question was not a company and was outside the scope of the Companies Act, 1948. Section 165 (b) of the Act was, therefore, inapplicable.

Shipping inquiry

In reply to a questioner who asked what steps he had taken to set up the public inquiry into the loss at sea of the Aberdeen trawler 'Blue Crusader'; who would conduct the inquiry; and where and when it would sit, Mr. Roy Mason, Minister of State (Shipping), said that two of the Board's Marine Surveyors had been appointed to hold a preliminary inquiry under the Merchant Shipping Act 1894. The report of this inquiry would be confidential. When it was ready the President of the Board of Trade would decide whether a public formal investigation was necessary. A formal investigation would be held by a Wreck Commissioner appointed by the Lord Chancellor.

Travel agencies and holidays abroad

A statement by the Minister of State (Shipping) in reply to a question as to what steps he would take to protect those who took holiday tours abroad against default by travel agencies, appears on page 447 of this issue.

THURSDAY, FEBRUARY 18

British film quotas

The President was asked what quota relief he proposed to allow for 1965 to those cinemas which did not have regular access to one or other of the two main release programmes at first run. In reply the Minister of State (Home) said that the Cinematograph Films Council had advised the President that, although some exhibitors might continue to experience difficulty in finding enough suitable British films, there were insufficient grounds at this stage for anticipating the situation by prescribing reduced quota obligations. If in practice any exhibitor found it impossible to secure enough acceptable British films, however, the President would, bearing in mind whatever further advice the Council might give him, not hesitate to issue a direction under Section 1(4) of the Films Act 1960, that failure to achieve quota had been due to circumstances beyond that exhibitor's control.

Training in export

Asked what action he proposed to take to extend opportunities for training in the mechanics of export, the Minister of State (Overseas) said: 'Training courses are already widely available and I understand that there are enough places to ensure that no one seriously interested should fail to find one. With the Secretary of State for Education and Science and the Minister of Labour, the President is considering whether any changes in the existing arrangements are desirable and whether any action by the Government is required to encourage people to make the fullest use of them.'

Restrictive Practices Act

The Minister of State (Home) in reply as to how many restrictive trading agreements had been the subject of rulings by the Restrictive Practices Court since its inception; how many such agreements were now under consideration by the Court; and how many agreements were now registered with the Registrar of Restrictive Trading Agreements in accordance with the Restrictive Practices Act 1956, said he understood that at December 31, 1964 the position was as follows: 138 cases had been disposed of by the Court; 97 other cases had been referred to the Court, and were in various stages of preparation; the register contained particulars of 2,505 agreements.

In reply to a further question on whether he was aware that, while the rulings of the Restrictive Practices Court had eliminated some restrictive trading agreements, many formal agreements had been replaced by so-called information agreements not liable to registration under the Restrictive Practices Act 1956: and what legislative action he proposed to take to ensure that the intentions of the Act were not circumvented in this way, he said: 'The President is aware that agreements for the exchange of information may frustrate the objectives of the Restrictive Trade Practices Act. He intends to introduce legislation to deal with this loophole (and other matters), but it will not be possible to do so this session.'

US Maritime and UK shipowners dispute

The Minister of State (Shipping) gave the following answer in reply to a questioner who asked what progress had been made towards settling the dispute between shipowners and the United States Maritime Commission. He said: 'The immediate cause of dispute between our shipowners and the Federal Maritime Commission, about the form of dual rate contract used by the North Atlantic Westbound Freight Association has, I hope, been removed. A form of contract negotiated between the North Atlantic Westbound Freight Association on the one hand and the British Shippers' Council and North Atlantic Shippers' Association on the other was made known to the Federal Maritime Commission at the end of last year. On January 21 the Commission recognized it as the sole form for contract shippers in trade from ports in the United Kingdom to ports in the United States north Atlantic range.'

Site charges at Vienna Fair

A questioner asked why British exhibitors at the Vienna International Autumn Trade Fair were being charged 25s. per square foot for a site rent, in view of the fact that this figure was higher than that charged at comparable exhibitions elsewhere in Europe. In reply the Minister of State (Overseas) said that this charge, which was a contribution to the cost of stand construction as well as to the site rental, represented only a small proportion of the full cost to the Board of Trade and was comparable with the charges for British sections at other European fairs.

Monopolies Commission

The President was asked how many suggestions and requests, not being suggestions or requests which appeared to him to be frivolous, had been made to his department for the reference of particular matters to the Monopolies Commission; and how many, and which, of such suggestions or requests had been referred to the Monopolies Commission for investigation and report. In reply the Minister of State (Home) said that the Board of Trade were required by Section 16 of the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948 to include in their annual reports on the operation of that Act a review of the suggestions and requests (not being suggestions and requests which appeared to the Board to be frivolous) which had been made to the Board for the reference of any particular matter to the Commission. The reports for the years 1949 to 1955 inclusive recorded 281 such suggestions, including many suggestions for the reference of collective arrangements of a sort which since 1956 had been registrable under the Restrictive Trade Practices Act and were no longer referable to the Monopolies Commission. The reports for the years 1956 to 1963 inclusive recorded 130 suggestions and there were 30 suggestions in 1964. The figures included suggestions which were recorded more than once.

As regards the second part of the question, it was not possible to give a precise figure. The majority of the 36 references made to the Monopolies Commission since its inception had reflected suggestions received, but the precise scope of references might be wider or narrower than that of particular suggestions received.

In reply to a further question as to what references were now under investigation by the Monopolies Commission; when these references were made; and when he expected to receive reports thereon, he said: 'The distribution of petrol for retail sale ("solus sites"), referred on September 27, 1960; the supply and processing of colour film, referred on May 14, 1963; the supply of household detergents, referred on May 14, 1963; the supply of films to exhibitors for exhibition in cinemas, referred on September 24, 1964.'

He understood that the Monopolies Commission hoped to present their report on the first of these investigations within the next month or two. It was not possible to give a date for the other Reports.

A list showing the numbers of staff of the Monopolies Commission in each year since its inception, the number of references made to the Commission and the number of reports produced by the Commission, appears in *Hansard*.

UK and Japanese wool exports

A comparison on the values of British wool textile exports with Japanese wool textile exports to various countries is reported in *Hansard*.

Industrial development

Details concerning industrial development in Central Scotland and in the North-east are reported in *Hansard*.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205	series shown in £ million			
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	131	107	140	146	132	+147	+ 89	+29	+30
1964		128*				106									
1963															
2nd quarter	117	118	132	128	117	102	130	109	134	150	128	+ 47	— 9	+17	— 5
3rd quarter	118	120	138	130	120	104	137	106	141	164	140	— 4	— 12	— 7	— 6
4th quarter	122	124	138	132	121	105	142	109	149	168	143	+124	+ 61	+23	+41
1964															
1st quarter	121	127	141	134	121	105	146	115	153	175	150	+ 85	+ 79	+ 2	+ 4
2nd quarter	122	127	142	135	120	105	150	120	153	181	149	+150	+126	+ 5	+ 1
3rd quarter	123	127	144	138	122	106	154	121	167	186	152	+117	+ 77	+ 6	+13
4th quarter		131*				107									
1964															
July	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132*	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands						3,836	3,250	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	107	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+113
1964	164*	125*	125·7	+3·3	108·6*	125·4*	148·4	362	—140	..	221	+77	..	149	136	
1963																
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	128	128	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·9	445	— 5	+42	182	+25	— 5	146	135	— 70
2nd quarter	148	125	125·5	+2·8	107·8	125·0	147·6	355	— 90	—58	230	+48	+33	148	135	—109
3rd quarter	154	113*	126·5	+4·3	108·6	125·8	149·3	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter	164*	125*	127·6	+4·5	109·9*	127·0*	150·9	336	+ 25	+50	228	—14	—34	149	139	
1964																
July	150	120*	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	128	..
August	153	117*	126·7	+4·7	108·6	125·7	149·3	314	+ 11	+10	239	—11	— 9	156	142	..
September	154	113*	126·7	+4·4	109·1	126·2	149·7	315	+ 1	+11	239	Nil	— 7	152	132	..
October	157*	119*	126·8	+4·1	110·0	126·3	149·8	332	+ 17	+27	233	— 6	—12	147	135	..
November	162*	127*	127·8	+4·6	110·3*	127·2*	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	164*	125*	128·3	+4·8	109·5*	127·5*	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January			128·7	+4·6	109·2*	127·9*	153·2	363	+ 26	+41	221	— 1	— 1	145*	139*	
February								356*	— 7*	+ 2	229*	+ 8*	+ 6			

† NOT seasonally adjusted * Provisional.

Statistical information on the insurance industry in the UK

THE ANNUAL PUBLICATION 'Insurance Business – Summary of Accounts and Statements deposited with the Board of Trade' will be issued by Her Majesty's Stationery Office on March 3 and the companion publication 'Life and Other Long-term Insurance Business – Accounts and Statements deposited during 1963' will be issued on or about March 23. The article below sets out details of these key publications and other material issued both by HM Stationery Office and the industry about insurance in the United Kingdom.

The summary of insurance business

The Insurance Companies Act, 1958, and the regulations made under it provide that all insurance companies, whether incorporated within or outside Great Britain, shall, if they transact life, industrial life, fire, personal accident, bond investment, motor vehicle or marine, aviation and transit insurance business, make annual returns of all their insurance business, whether of these classes or any other, in a prescribed form to the Board of Trade. Most of the information thus provided is summarized company by company in the annual publication 'Insurance Business – Summary of Accounts and Statements deposited with the Board of Trade', the latest edition of which in a completely reorganized format will be published on March 3.

The material in the current edition of the Summary is that taken from accounts deposited with the Board of Trade during 1963 and relates mainly to the accounting year ended December 31, 1962. Under the Act, the normal time limit for depositing these accounts is six months from the close of the period to which they relate, i.e. in most cases June 30, 1963. Most companies' accounts were in fact received during June, 1963, after which the Board was engaged in their examination to ensure that the companies were complying with the requirements of the Act. Subsequently, further time has been taken in summarizing the material, preparing it for publication and in the actual reproduction itself. These factors combined must inevitably result in a certain time lag in publication of this material. It is hoped, however, that in future the delay between the year of deposit and the publication of the material will be reduced now that the new format of the publication has been fixed.

The material published gives, in respect of both United Kingdom and overseas companies individually, a summarized view of the flow of their business and of their financial standing; it includes details of individual revenue accounts (according to Act-classes of business), profit and loss accounts, balance sheets, ordinary life assurances in force and new ordinary life assurances effected during the year of account. The information can be of use both to policy holders and to those seeking insurance – or to their brokers or other advisers – in providing information about particular companies in a comparative form.

Except in the case of ordinary life assurance, where separate figures are given for business within the United Kingdom and that from outside the United Kingdom, all figures in this Summary, both for companies incorporated in the United Kingdom and those incorporated elsewhere, relate to the world-wide business of the company concerned. The overseas companies whose business is shown in the Summary are included because some of their business is written the United Kingdom.

Lloyd's. There are special supervision arrangements under the First Schedule to the Insurance Companies Act, 1958, to meet the unique position of Lloyd's underwriters, and the Committee of Lloyd's must deposit annually with the Board of Trade global revenue accounts in respect of life (short-term business only written), motor vehicle, marine aviation and transit and other business, all accounts being shown on a three year basis. Full details of these accounts are included in the Summary.

The material in this Summary is the basis of the total figures used for insurance business in the 'Annual Abstract of Statistics' and, with certain special figures obtained from the industry, of the figures in the 'Digest of Scottish Statistics'.

The following types of insurance business are *not* included in the Summary:

(a) Industrial life assurance business covered by the Industrial Assurance Act, 1923 (defined in the Act as being business in respect of which premiums are payable at intervals of less than two months and are received by collectors who make house-to-house visits for that purpose). This business is written by 15 companies whose other insurance business is included in the Summary (i.e. those companies shown in the Summary's indexed list of companies as writing industrial life business) and also by about 90 societies registered under the Friendly Societies Acts which carry on industrial assurance business and which are known as collecting societies. A report on this business and a summary of the accounts of both companies and collecting societies, including statistics relating to the number of industrial assurance policies in force, distinguishing between 'paying' and 'free' policies, new business effected, the income and expenditure of industrial assurance funds, abstracts of valuation returns (quinquennially in case of collecting societies) and, in respect of the collecting societies, abstracts of the balance sheets, are published in the annual 'Report of the Industrial Assurance Commissioner'. Total annual figures are also published in the 'Annual Abstract of Statistics'.

(b) Ordinary life assurance business written by collecting societies. Summarized details of this are also included in the 'Report of the Industrial Assurance Commissioner'.

(c) The mutual operations of friendly societies providing sickness, death, old age and other provident benefits. These are covered in Part 2 of the annual Report of the Chief Registrar of Friendly Societies. Total annual figures are also published in the 'Annual Abstract of Statistics'.

(d) The operations of Superannuation and Pension Funds – unless these are covered by individual or group policies issued in the course of their life and annuity business by one of the life offices making returns under the Insurance Companies Act, 1958.

(e) The operations of employers' liability mutual associations or marine, aviation and transit mutual associations (i.e. shipowners' and charterers' protection and indemnity clubs) covered by paragraph 3 of the Second Schedule to the Insurance Companies Act, 1958.

(f) The general insurance business of insurers who do not in addition write any of the statutory classes of insurance.

Life and other long-term insurance business

The annual life revenue accounts, profit and loss accounts, balance sheets and certificates and the periodic valuation statements and actuarial reports of the ordinary and industrial life business and other long-term business of all companies – whether incorporated in Great Britain or overseas – writing such business in the United Kingdom are published in full each year in a special publication entitled 'Life and other Long-term Insurance Business', the latest edition of which will be published on or about March 23 and will comprise copies of the actual accounts and statements deposited with the Board of Trade during 1963 relating mainly to the 1962 accounting year. The contents and format of this publication are being altered in some respects but in general follow the lines of previous editions. It is produced by a photolithographic process using special additional copies of the accounts and statements furnished by the companies. Similar reasons for the time lag between the deposit of the accounts and their publication exist here as in the case of the Summary – see paragraph 2 above. It is similarly hoped that in future the delay between the year of deposit and the publication of the material will be reduced.

Other publications which include insurance statistics

In addition to the 'Annual Abstract of Statistics', and the 'Digest of Scottish Statistics', mentioned above, there are certain other general global statistics published in respect of the insurance industry or sections of it. Some of these are produced by the Government and others by the industry. They are:

(a) *Assets of Insurance Companies.* The Board of Trade receive from the British Insurance Association consolidated statistics, collected from every United Kingdom insurance company which is a member of that Association and from collecting societies, of holdings of financial assets at the end of each year and of purchases and sales of assets each quarter. Total figures, classified by main types of assets and distinguishing between life and general funds, are published in the *Board of Trade Journal* each quarter and also in 'Financial Statistics'.

(b) *Life Assurance and Superannuation Funds.* The publication 'National Income and Expenditure' each year includes a table showing the outgo and income and the net increase in total funds of life assurance and superannuation funds combined.

(c) *Superannuation and Pension Funds.* Statistics about the annual holdings of, and quarterly transaction in, assets of superannuation and pension funds, similar in scope to the statistics of assets of insurance companies described above, are published in 'Financial Statistics'. Separate figures

UK INSURANCE INDUSTRY, *continued*

are given for pension funds in total, for pension funds of the nationalized bodies, of local authorities and of private sector pension funds. Statistics of the private sector funds are also published in the *Board of Trade Journal* each quarter.

(d) *Statistics published by the Insurance Industry*. All the publicatons mentioned above are Government publications. In addition, each year the British Insurance Association publishes 'British Insurance Companies' Statistics' showing, in respect of their members, premiums by main types of business and a break-down of investments between life and non-life funds. More detailed information about life insurance is given each year in 'British Life Assurance', published by the Life Offices' Association, the Industrial Life Offices' Association and the Associated Scottish Life Offices. This publication gives statistics about new business in the year and business in force at the end of the year, ordinary assurance and annuity business, occupational schemes and other pension business, and industrial life business. The information includes income and outgo and the size of the funds.

Bibliography

The following list gives full particulars of all the publications mentioned in the text. Prices shown are those of the latest issues.

Annual Abstract of Statistics. Central Statistical Office. HM Stationery Office, 22s. 6d. Includes tables on 'Friendly Societies in Great Britain' (from vol. 69, 1924, onwards) and 'Gross National Product by Industry' (from vol. 90, 1953, onwards).

Assets of Insurance Companies. 1962- . Quarterly in BOARD OF TRADE JOURNAL from vol. 185, no. 3461, July 19, 1963, onwards. Figures are also included in *Financial Statistics* (see below).

Assets of Private Pension and Superannuation Funds. 1962- . Quarterly in BOARD OF TRADE JOURNAL, from vol. 185, no. 3462, July 26, 1963, onwards. See also *Financial Statistics* below.

British Insurance Companies Statistics. 1952- . Annually. British Insurance Association. Free.

British Life Assurance Statistics (Ordinary Branch). 1950- . Annually. Life Offices' Association and Associated Scottish Life Offices. Free.

Digest of Scottish Statistics. 1953- . Twice a year. HM Stationery Office, 5s. per issue. Has a table on 'Banking and Insurance'.

Financial Statistics. No. 1, May 1962- . Monthly. Central Statistical Office. HM Stationery Office, 8s. 6d. per issue; subscription 109s. Includes various tables on superannuation funds in the private and public sectors and, from no. 15, July 1963 onwards, 'Assets of Insurance Companies'.

Insurance Business. Summary of Statements Deposited with the Board of Trade During the Year. 1949- . Annually. HM Stationery Office, 20s. Supersedes tables formerly published in predecessors of *Life Insurance Business* (see below). Before the 1963 issue, entitled *Summary of Statements of Insurance Business.*

Life and Other Long Term Insurance Business. Full Accounts and Statements Deposited with the Board of Trade During the Year. 1911- . Annually, in 2 volumes. HM Stationery Office, £19 19s. Formerly issued as a House of Commons Paper and superseding an earlier *Statements of Accounts and of Life Insurance and Annuity Business* (1871-1910). Before the 1963 volumes this publication was entitled *Insurance* [earlier *Assurance*] *Companies Returns,* and for the years 1911-1938 it contained some information on non-life business thereafter published in *Insurance Business* (see above).

National Income and Expenditure. Annually. Central Statistical Office. HM Stationery Office, 6s. Includes a table on revenue account of life assurance and superannuation funds, etc., from 1961 onwards.

Report of the Chief Registrar of Friendly Societies, Part 2 Friendly Societies. 1875- . Annually. HM Stationery Office, . Includes annual returns of collecting societies. Formerly issued as a House of Commons Paper, and not always separately from other parts of the Report.

Report of the Industrial Assurance Commissioner. 1924- . Annually. HM Stationery Office, 4s.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Railway Carriages and Wagons for November 1964.
Wheeled Tractors for November 1964.
Gramophone Records for December 1964.
Home-grown Timber for December 1964.
Paper and Paper-making Materials for December 1964.
Pottery and Electrical Ware for December 1964.
Salt for December 1964.

Quarterly at 7s. 6d. a year, post free:
Hosiery and Other Knitted Goods for August-October 1964.
Linen for October-December 1964.
Perambulators, Bed Folders and Push Chairs for October-December 1964.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday February 19, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 24:					
The Other Film World	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30119	9	February 15
Young Cassidy	Metro-Goldwyn-Mayer Pictures Ltd.	Sextant Films Ltd.	Br/E 30120	110	February 16
Pathe Pic. Series 521-533:					
Pathe Pic. No. 531	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 30126	8	February 19
Pathe Pic. No. 532	,, ,,	,, ,,	Br/E 30127	8	February 19
Pathe Pic. No. 533	,, ,,	,, ,,	Br/E 30128	8	February 19
Movietone News 1862A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29906	8	February 19
Movietone News 1863	,, ,,	,, ,,	Br/E 29907	7	February 19
Pathe News 65-14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29958	8	February 19
Pathe News 65-15	,, ,,	,, ,,	Br/E 29959	8	February 19
		FOREIGN			
The Lizards (I Basilischi)	Connoisseur Films Ltd.	22 Dicembre-Galatea S.p.A., Rome	F 30121	85	February 17
The Soldiers (Les Carabiniers)	,, ,,	Rome-Paris Films; Les Films Marceau-Cocinor, Paris, and Laetitia Film, Rome	F 30122	85	February 17
The Goddess (Devi)	Contemporary Films Ltd.	Janata Pictures and Theatres Ltd., Calcutta	F 30123	93	February 18
Homo Sapiens	,, ,,	Romfilm, Bucharest	F 30124	10	February 18
Seven Arts	,, ,,	,, ,,	F 30125	10	February 18
The Curse and the Coffin	Antony Balch Films Ltd.	International Productions, Paris, and Taurus Film, Rome	F 30129	100	February 19

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland for December was 6 per cent higher than the previous year, compared with increases of 4 per cent in November and 5 per cent in the fourth quarter. The value of sales in 1964 as a whole was 6 per cent up on 1963.

Sales by food shops and household goods shops showed an increase in December of 8 per cent and 6 per cent respectively on the previous year and for the year as a whole, increases of 7 per cent and 5 per cent respectively. Clothing and footwear shops showed an increase in December of 1 per cent on a year earlier, and for the year as a whole, an increase of 3 per cent.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1962 Year	103	+ 3	105	+ 5	100	Nil	104	+ 4	101	+ 1
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1963 4th quarter	121	+ 4	116	+ 5	132	+ 5	121	+ 4	123	+ 1
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1963 November	117	+ 3	115	+ 4	131	+ 2	126	+ 3	108	+ 2
December	138	+ 4	123	+ 4	152	+ 9	120	+ 4	160	Nil
1964 January	102	+ 8	110	+ 5	91	+ 8	107	+21	94	+10
February	106	+10	115	+ 7	93	+ 8	118	+21	94	+12
March	106	+ 6	117	+ 9	100	+ 6	87	—14	99	+11
April	104	+ 2	112	+ 4	94	— 4	99	+ 6	97	+ 1
May	116	+ 5	119	+ 5	119	+ 4	115	+ 3	107	+ 8
June	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7

Index of retail prices, January 1965

AT January 12, 1965, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100) was 109·5, compared with 109·2 at December 15, 1964. The rise in the index during the month was due to rises in the average levels of prices for many items.

A view of the Wright Rain factory at Ringwood, Hampshire, from which irrigation has been exported to every part of the world. (See *Board of Trade Journal* of February 5, page 259.)

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Over the past two years Barclays Bank has opened eight new Foreign Branches, the two most recent being at Luton and Bristol. Barclays now have fourteen specialised Foreign Branches in important trading centres of the country, each one staffed by experts in foreign business.

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BARCLAYS BANK
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Orders, deliveries, production and exports in the engineering industries

THE FIRST estimates for December indicate that new orders in industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles, and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) were a tenth higher than in December 1963. The increase was confined to new home orders which rose by a fifth compared with a year earlier. Net new orders for the home market in the fourth quarter are provisionally put at 16 per cent higher than in the same period of 1963, giving an increase of 13 per cent for 1964 as a whole. Although the first estimates for November, published a month ago, have been revised downwards on the basis of the more complete information now available new export orders in November still remain at a very high level. The first estimates for December show new export orders lower than a year earlier. There are marked month to month fluctuations in this series and a more reliable guide to the trend of new export ordering is given by the rise of a tenth compared with a year earlier for the three months ending December; for the year as a whole new export orders were 7 per cent higher than in 1963.

Deliveries to both home and export markets in December and in the fourth quarter were higher than a year earlier. Comparing the years 1964 and 1963 export deliveries increased by 2 per cent and home deliveries by 10 per cent. After rising steadily throughout the year order books for home and export at the end of December were about a fifth higher than at the end of 1963.

It is provisionally estimated that production in December in the engineering and electrical goods industries (S.I.C. Order VI) was 11 per cent higher than in December 1963. In the fourth quarter the increase on a year earlier was 10 per cent and for the year as a whole production was 9 per cent higher than in 1963.

An account of the statistics of deliveries, orders on hand and net new orders in Table I for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas. Addresses on page viii, February 19.

Engineering industries (a)

Table 1: Index number of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1964*	164	154	136	171	153	136	161	154	136
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter	148	160	138	148	151	138	148	163	138
3rd quarter	154	141	126	158	148	123	153	138	127
4th quarter*	164	166	143	171	177	145	161	162	142
1963 July	124	133	120	130	146	126	122	128	118
August	127	125	104	133	131	108	125	123	102
September	130	163	137	136	161	137	128	163	136
October	132	144	131	139	154	136	130	140	130
November	133	143	136	140	151	139	130	141	135
December	135	147	133	144	173	142	131	137	130
1964 July	150	137	121	152	146	121	150	133	121
August	153	135	115	157	156	111	151	127	116
September	154	152	141	158	143	136	153	155	143
October*	157	157	139	161	162	142	156	156	138
November*	161	179	145	170	216	144	158	165	146
December*	164	162	145	171	156	148	161	164	143

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

Table 2: Engineering and electrical goods industries (SIC Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1964	137*			105	166*	169*	165*	1964
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	139	135	146	111	151	147	153	2nd quarter
3rd quarter	128	125	134	93	157	158	157	3rd quarter
4th quarter	147*			105	166*	169*	165*	4th quarter
1963 July	121	116	130		129	133	127	1963 July
August	105	101	112		132	135	130	August
September	136	130	145		135	139	134	September
October	130	124	140		137	142	136	October
November	138	131	151		138	142	136	November
December	134	128	145		139	145	137	December
1964 July	122	119	128		153	151	154	1964 July
August	117	114	123		156	157	155	August
September	145	141	151		157	158	157	September
October	143*	..	..		160*	161*	159*	October
November	149*	..	..		164*	168*	162*	November
December	149*				166*	169*	165*	December

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

Retail stocks in December

THE value of retail stocks at the end of the year was 8 per cent higher than the previous year, compared with increases of 6 per cent at the end of October and November. After allowing for seasonal factors, the level of the value of stocks increased again from the November level.

In volume terms stocks showed an increase of 5 per cent compared with the year earlier, compared with 4 per cent in October and November.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133	135	147	157	137
1964	139	141	147	150	149	148	139	143	146	156	167	148
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+3
1964	+6	+5	+4	+6	+4	+6	+4	+8	+8	+6	+6	+8
(b) At constant (Dec. 1956) prices.												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122	124	135	144	126
1964	127	128	134	136	134	133	125	128	131	140	149	132
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	Nil
1962	+1	Nil	+2	+2	+2	+1	Nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964	+5	+4	+2	+4	+2	+3	+1	+5	+6	+4	+4	+5

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

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Index of industrial production for December

THE PROVISIONAL index of production for December, 1964, prepared by the Central Statistical Office, is 132 (seasonally adjusted). The December figures confirm the upward trend of output in the fourth quarter of 1964. The seasonally adjusted index for the fourth quarter was 3 per cent higher than that for the third quarter.

For the year as a whole, the index averaged 128, compared with 119 for the year 1963.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
1964 (prov.)	127·9	95	129·2		112					127	137	75	124	121
Unadjusted:														
1963 3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	127	135	76	127	123
2nd quarter	130	98	133	121	113	136	154	134	157	132	139	75	135	126
3rd quarter	120	84	121	117	109	131	146	133	148	117	128	73	108	109
4th quarter (prov.)	133	100	135		116					133	147	75	127	124
1964 Oct. (prov.)	134	100	136	124	119	134	156	137	158	132	143	75	130	127
Nov. (prov.)	137	103	139	127	120	141	158	146	159	136	149	76	127	132
Dec. (prov.)	129	96	129		110					132	149	76	123	114
Seasonally adjusted:														
1963 3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter	127	97	128	116	110	127	148	133	151	126	135	76	125	121
2nd quarter	127	96	128	116	111	125	150	133	153	127	136	75	124	122
3rd quarter	127	94	128	120	112	134	152	135	154	125	135	74	120	117
4th quarter (prov.)	131	95	132		114					132	143	75	129	122
1964 July	127	95	128	117	112	127	154	134	157	124	133	74	120	119
Aug.	127	94	129	120	112	136	149	132	152	125	137	73	120	115
Sept.	127	94	128	121	112	138	153	139	155	125	136	74	119	117
Oct. (prov.)	129	94	130	119	113	130	152	138	154	130	140	74	127	120
Nov. (prov.)	131	95	132	121	114	133	154	145	155	131	142	75	129	123
Dec. (prov.)	132	97	133		114					134	146	75	130	122
July-Sept. (av.)	127	94	128	118*	112	129*	151*	131*	155*	125	135	74	120	117
Oct.-Dec. (av.) (prov.)	131	95	132	120*	114	313*	153*	140*	155*	132	143	75	129	122

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964 (prov.)	128	127	131	118	116	101	125	149	155	139	128	138			137
Unadjusted:															
1963 3rd quarter	107	106	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	104	128	142	146	136	119	139	133	130	162
2nd quarter	133	133	136	118	116	104	123	151	160	137	129	144	140	137	124
3rd quarter	117	116	121	112	108	92	123	146	153	136	126	127	130	136	109
4th quarter (prov.)	133	132	136	124	124	104	126	156	160	149	138	144			153
1964 Oct. (prov.)	136	137	133	133	129	105	143	159	163	154	140	151			139
Nov. (prov.)	140	140	143	128	130	106	128	161	166	152	148	151			152
Dec. (prov.)	123	120	132	110	113	101	105	147	151	140	126	130			169
Seasonally adjusted:															
1963 3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter	124	123	132	119	117	103	126	144	150	135	131	140	135	133	137
2nd quarter	129	128	132	118	114	101	127	145	153	133	125	137	134	135	136
3rd quarter	125	124	130	118	116	100	124	151	156	145	123	139	136	136	133
4th quarter (prov.)	131	131	133	118	116	101	124	154	160	145	131	138			141
1964 July	129	129	128	116	115	99	120	150	153	147	122	137	137		132
Aug.	126	123	135	121	116	101	131	152	157	145	123	141	137		133
Sept.	121	120	126	116	116	101	120	152	158	142	125	140	135		133
Oct. (prov.)	131	133	125	120	117	100	127	152	156	147	123	139			142
Nov. (prov.)	132	132	135	118	117	99	123	152	160	139	131	139			139
Dec. (prov.)	130	128	138	117	115	105	123	158	163	151	140	135			141
July-Sept. (av.)	125	124	130	118	116	100	124	151	156	145	123	139			133
Oct.-Dec. (av.) (prov.)	131	131	133	118	116	101	124	154	160	145	131	138			141

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Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
March 4 .	Plant and miscellaneous stores . .	Ordnance Storage and Disposal Depot, Rotherwas, near Hereford.	Russell Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. 4366.)
March 11 .	Machine tools; vehicles; B.D. blouses and trousers, greatcoats and other clothing; boots and shoes; curtains; canvas packs and haversacks; ankle boots; old canvas, webbing, rubber and leather; mixed rags; tyres; batteries; hand tools and tool kits; platform weighing machines 120 lb.; electric furnace; brass billets and ingots; stainless steel plates; tables, chairs and other furniture; kitchenware; cutlery, etc.	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Depot L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)
March 16 .	Miscellaneous stores	Northern Command Ordnance Sub-depot, Barlow, near Selby. Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 20898.)
April 14 .	Machine tools, plant and miscellaneous stores.	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081.)

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only.*)

SALES BY TENDER – MACHINE TOOLS

(a) Radial, pillar and bench drills; universal, tool and crankshaft grinders; centre and turret lathes; horizontal; vertical and universal millers; bending rolls; shaping machines; hack saws; forging hammer; press; hardness tester; welders, etc.
(b) 'Deutschland' heavy duty centre lathes.

Locations: (a) R.S.S.D., Old Dalby, Melton Mowbray, Leics.
(b) Royal Ordnance Factory, Kings Meadow Road, Nottingham.

Application for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by March 9 and 16, 1965, respectively. Permission to view on presentation of Tender Forms only.

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
March 3 .	Sale will include 104 Timber huts (46, 76 ft. by 28 ft. 6 in. and 27 101 ft. by 28 ft. 6 in.), 5 large Timber buildings formerly used as Hospital Station Headquarters and Cafeterias, 109 asbestos clad and Uni-Seco type buildings, 28 lots of brick buildings and other valuable equipment including fuel tanks, 3¼ miles of steel piping, 14 miles overhead cabling, light poles, chain link and panel fencing, coldrooms, kitchen equipment, etc.	Royal Air Force, Melksham . . .	Thompson, Noad & Phipp (AFD 1), 39 Market Place, Chippenham, Wilts. (Tel. 2271-2.)
March 18 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD 1), 17 Warren Street, Stockport. (Tel. Stockport 2252.)

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sale held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*). All other catalogues free.

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MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
March 2 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

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NEWS

Vol. XX. No. 1 Price 1.50 EC

British overseas commercial representatives' visits during March to May

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during March to May, 1965.

BURMA (Rangoon)	C. A. S. Crick	Third Secretary (Commercial)	May/June	In present post since 1963.
CEYLON (Colombo)	J. F. Saunders, M.B.E.	Principal British Trade Commissioner.	May	Has previously served as British Trade Commissioner in Canada (Vancouver), and Hong Kong.
GHANA (Accra)	J. R. Bolton	British Trade Commissioner	March/April	Has previously served as British Trade Commissioner in Nigeria (Ibadan).
HONG KONG	G. W. Marshall, M.B.E., B.E.M.	Principal British Trade Commissioner.	From late April	Has previously served as British Trade Commissioner in Ghana (Accra) and Ceylon (Colombo).
INDIA (New Delhi)	R. Fell	British Trade Commissioner.	May	In present post since 1961.
KENYA (Nairobi)	C. C. Cornthwaite	Assistant British Trade Commissioner.	March/April	Has previously served as Assistant British Trade Commissioner in Cyprus (Nicosia)
LIBYA (Benghazi)	J. D. Garner	Second Secretary (Commercial)	From Late May	In present post since 1963.
NEW ZEALAND (Wellington)	J. L. Reading, C.M.G.,	Senior British Trade Commissioner	From Late March	In present post since 1963.
PAKISTAN (Dacca)	W. J. Cheesman	Principal British Trade Commissioner.	From early April	Has previously served as British Trade Commissioner in Nigeria (Lagos).
(Karachi)	S. N. Burbridge	British Trade Commissioner	April/May	In present post since 1962.
POLAND (Warsaw)	R. M. John	First Secretary (Commercial)	April/May	In present post since 1963.
THAILAND (Bankgok)	T. J. Everard	First Secretary (Commercial)	From Late May	In present post since 1963.
VIETNAM (Saigon)	I. J. Benson	Second Secretary (Commercial)	April	Has previously served as Second Secretary (Commercial) in France (Paris).

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment, stating the nature of the problem and the commodities involved.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

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Exhibitions and Fairs

British success at Nuremberg toy fair

WHILE VARIOUS West German Federal and State Ministers and officials were still making speeches at the official opening ceremony of the 16th International Toy Fair, in Nuremberg from February 14-19, buyers were quietly slipping on to the stands of many of some 60 United Kingdom exhibitors to place the first of their orders. Covering an area of 37,000 sq. metres this year's Fair showed no increase in size. By 1966, however, a new three storey hall will have been completed and will provide an additional 5,000 sq. metres of space. This will doubtless be welcomed by the some 100 foreign firms who had to be turned away this year. In all, however, 1,061 firms managed to obtain space; 357 from abroad including strong contingents from the UK, Italy, the United States (participating for the first time with a group stand) and France. The UK boasted two combined stands; on one there were 17, on the other five British manufacturers. These stands were the result of co-operation between the Board of Trade and the British Toy Manufacturers Association.

Roy Cooper Ltd., Remanco Ltd., Auto Models Ltd., and Cascelloid Ltd. all newcomers to the Fair were well satisfied with the results. It was fortunate that it had been possible to obtain a much better site for the second group stand so that instead of two of the five exhibitors being partially obscured by their neighbours, they all had unrestricted stands on a main gangway. There were also some 38 independent British exhibitors, the majority of whom are regular visitors to the Fair.

During the first four days an estimated 14,000 buyers were registered. The organizers were confident that by the evening of February 19, the last day of the Fair, over 16,500 buyers from over 60 countries would have attended.

Press and publicity arrangements were good. On the second day of the Fair the British Toy Manufacturers Association held their annual press conference which was exceptionally well attended. Mr. Eugene Melville, HM Minister (Economic) Bonn, and Mr. Arthur Katz, vice-president of the BTMA and managing director of Mettoy Ltd. addressed the press, answered their questions and then toured a large number of the British exhibitors accompanied by Mr. A. S. Halford-MacLeod, HM Consul-General Munich. British exhibits were seen on German television and details of the products and their success at the Fair, broadcast on both German and American radio.

The good coverage afforded to the British participation was largely the result of the number of new toys being displayed on British stands. Davies Steel Specialities Ltd. were particularly successful with their 3 in 1 skates which convert from roller to ice to snow use. A new British exhibitor, Auto-Models Ltd., sold 5,000 of their superb all-metal racing car kits to one French buyer on the first day of the Fair. These have never before been shown abroad and the range includes detailed models of the 1927 Bugatti 35b, 1963 BRM, 1961 Ferrari 1.5, etc.

The Mettoy Co. Ltd. showed their new die-cast model of the Ferrari Berlinetta which attracted interest and praise for its remarkable detail. Mettoy also launched their new 'Cosmeti kit' which comprises high quality preparations and formulae for blending at home to make real cosmetics.

These are but a few of the new toys which British exhibitors had to offer. They go to show, however, that the range and quality of British toys is now greater than ever. Great Britain is now the world's third largest producer of toys with an annual production valued at £49 million, some 25 per cent of which is exported. It is at least in some part due to the British success at the Nuremberg Fair that West Germany is now one of our best customers buying British Toys at the rate of over £1 million annually.

The next International Toy Fair at Nuremberg will be held from February 13-18, 1966 and as has already been mentioned additional space will be available. UK firms wishing to take part are urged to make their applications *for space as early as possible* either to the London agents (LEP Transport Ltd., London) or direct to the Fair organizers at: Messeleitung Internationale Spielwarenmesse (eGmbH 85000) Nürnberg, Berliner Platz 24.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 464.

MILAN FAIR

more than a trade fair
the international trade fair

The Milan Fair offers to manufacturers and trade representatives from all over the world more than an invaluable business experience. It offers them its superlatively organized and highly efficient

International Trade Centre

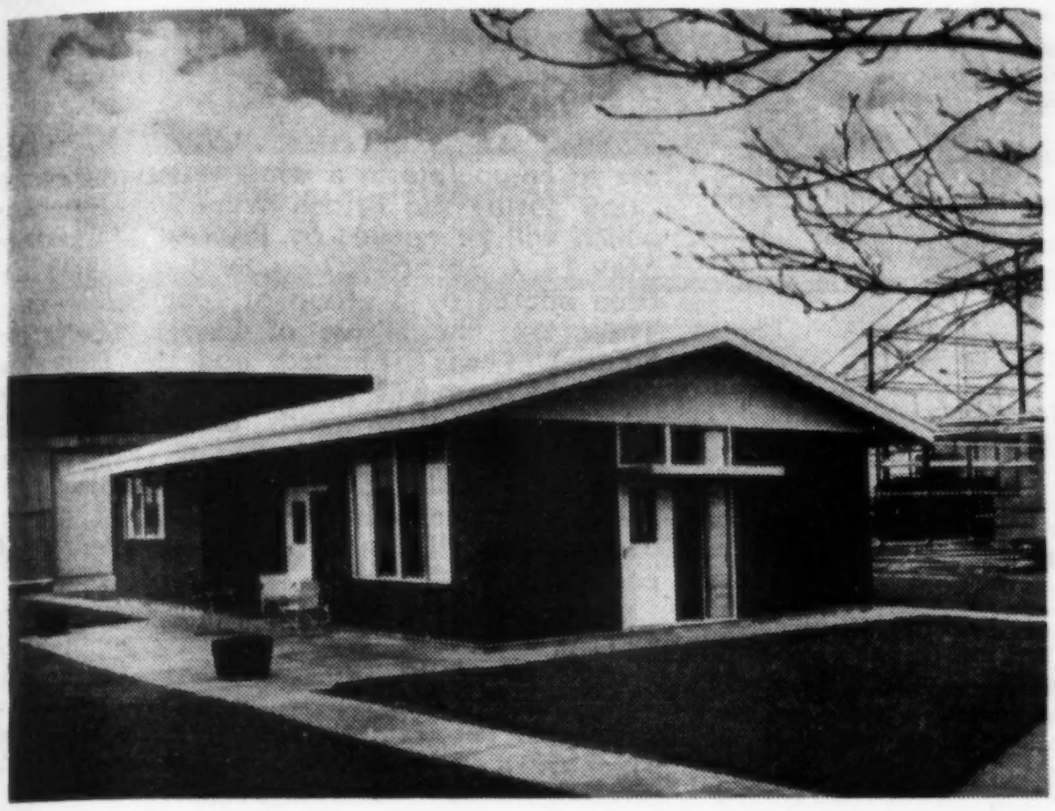
The strength of the Milan Fair lies in these figures: 14,000 exhibitors from 85 countries, 5.4 million sq. ft. of exhibition space, more than 4 million visitors a year.

The Milan Fair organization works all the year round being responsible for more than 20 specialized trade shows.

Visit the Milan Fair from 14th to 25th April

Visitors' Cards and information from Italian Diplomatic, Consular and Trade Representatives and from the Milan Fair Representative, Dr. Vittorio Schiazzano, 31 Old Burlington St. - LONDON, W. 1. ☎ REGent 2411

The Advance Catalogue of the 43rd Milan Fair will be on sale from 1 February 1965



The front end of one of a range of permanent houses, with two to four bedrooms and with high standards of construction and finish, designed for comfortable and maintenance-free homes in the tropics and sub-tropics, is being produced in British factories for export. It is described by its sponsors as 'a status dwelling with luxury qualities and spaciousness at prices comparing favourably with existing similar buildings in the same territories.' Initiated and planned originally by the Directorate General of Works, Ministry of Public Building and Works, for specific housing schemes overseas, it has been developed for these and for export generally by the Arcon Group through its consultant architects and engineers (A. M. Gear & Associates) and in under a year from the first consultations with the Ministry the Group's marketing agents (Taylor Woodrow (Building Exports) Ltd.) have in hand orders worth £500,000. A regular export contribution worth millions of pounds a year is foreseen.

The first order was placed by the Ministry of Public Building and Works on November 1 with a view to erecting the houses during 1965 for personnel on Ascension Island in the South Atlantic, midway between Africa and South America. Fourteen houses are ordered by the Ministry for Cable and Wireless personnel on St. Helena, and 26 for Foreign Office staff in Islamabad, the new capital of Pakistan now being built. This involves a rail haul of 700 miles; the fact that the Arcon components are designed to be easily transportable is a great advantage.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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600,000 Buyers will visit "Gateway to Common Market"

That is the number expected at the LYON INTERNATIONAL TRADE FAIR open 20th–29th March. It is the most important in France and among the largest in Europe. Buyers and exhibitors will converge on Lyon from all over the world.

The Board of Trade and the Building and Engineering Centre of Birmingham will be among British exhibitors, some of whom have profited considerably from previous fairs. An export manager claimed, "We achieved more in a few days than we could have done in months of negotiations." British buyers too, with an eye for a new foreign product, have negotiated successful import agreements.

Sections are devoted to hardware, lighting, office equipment, camping, woodworking and agricultural machinery, Public Works, building, food, wines, spirits, and a number of other categories. British buyers are encouraged with Trade Buyer privileges and 20 per cent reduction on French railways. Advice can also be given on all-inclusive travel.

For a booklet with full details on this, and other Fairs for toys and furniture at Lyon, write to **EXHIBITIONS AND TRADE FAIRS LTD., 10, Clifford Street, London, W.1.**

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
United Kingdom ...	*Feb. 5*	*May 7*
Outside Europe ...	*Jan. 1*	*Apl. 2*
Europe	*Dec. 4*	*Mar. 5*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists:

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on February 5, January 1, and December 4, respectively.

UNITED KINGDOM

Addition:

GLASGOW: SCOTTISH MATERIALS HANDLING EXHIBITION – May 11-18, 1965. At Kelvin Hall.

Apply, J. Whall, Esq., Scottish Materials Handling Exhibition, Stamford House, 65/66 Turnmill Street, London, E.C.1. (Tel. Clerkenwell 8201.)

OUTSIDE EUROPE

Amendment:

The Board of Trade have been informed that William Coward & Co. Ltd., 3 St. James's Square, London, S.W.1 (Tel. Whitehall 5532) have been appointed United Kingdom agents for the 1966 Melbourne International Trade Fair.

Displays for Amsterdam British Week

MR. HARRY DUNNETT, of the Old Kent Road, London, a mattress maker for over 30 years, will demonstrate his skill in a Dutch shopwindow during the British Week in Amsterdam in May. In full view of pedestrians he will make a four-inch wool and hair mattress and an upholstered divan base at Pander's Store, Kalverstraat, Amsterdam.

The demonstration is being arranged by Heal and Son Ltd., of London, as part of its display of traditional 'luxury' merchandise, which will feature a handmade fourposter bed. Heals fabrics will also be on view in the Council of Industrial Design exhibition in the city.

Mr. Frank R. Whitehouse, sales manager of BIP Gaydon Ltd., manufacturers of Melamine tableware, announced that his company had decided to enter the Dutch market in strength as a result of the response to the samples fair last November. Melamine tableware will be stocked by a number of retail outlets in Amsterdam during the Week, including a major display at Vroom and Dreesmann, the department store. Melamine table settings will also be on view at the 'Ideal Home' show house. All the carpets fitted in the show house will be secured by Copydex Invisifit wall-to-wall carpet grippers, which have been introduced to the Netherlands this year and already found a ready market. The British Week, said a spokesman of Copydex, would give this product a timely boost.

Bausche and Lomb, optical instrument manufacturers' are preparing window displays in Dutch for at least 15 opticians in Amsterdam during the Week. The company has been long established in the Netherlands market, but feels that the Week will have a long-term benefit on sales.

Berec International Ltd., the export section of the Ever Ready Battery Company, will display its new high power battery range in shopwindows all over Amsterdam during the Week. The new Berec 'Handlight' will also be exhibited in the Council of Industrial Design display and, in the shops, with a specially produced British Week display card.

Prizes for window dressing

BRITISH MANUFACTURERS and Dutch retailers are to co-operate in a window-dressing competition during the British Week in Amsterdam, which will be opened by Princess Margaret on May 14. Cash prizes to a total of £1,000 have been offered by a group of four British firms. These are: the House of Fraser, Marks and Spencer, Lewis's Limited, and the Debenham Group. Prizes will go to shops with the best display of British goods during the British Week organized by the Board of Trade and the Export Council for Europe. The object is to ensure that the maximum number of Amsterdam shops will display, stock and sell British goods during the Week.

In addition to this general competition there will be a special 'brand' competition in which a number of British manufacturers or their agents in Holland will each make available a cash prize of £100 to be won by the shop which displays that particular manufacturer's products to the best advantage.

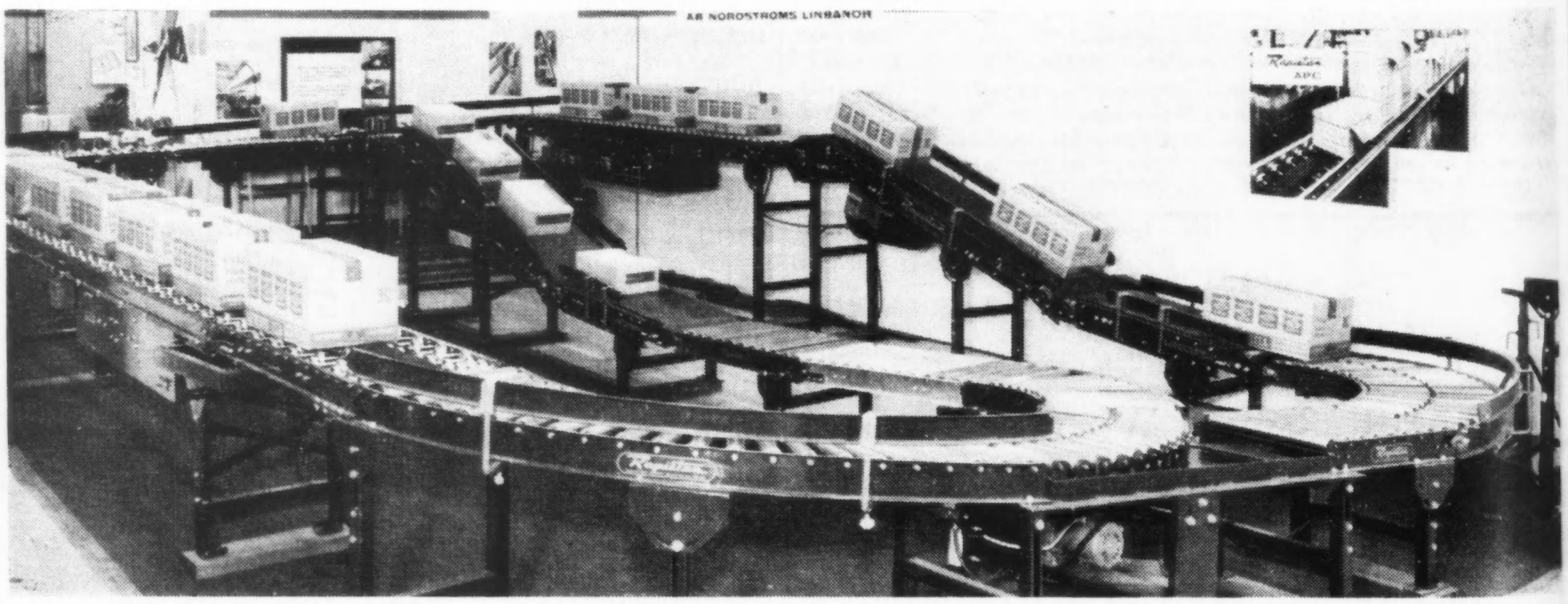
Organization of both competitions is being undertaken by the Anglo-Dutch Trade Council which will arrange for an independent jury to judge the windows.

Manufacturers taking part in this 'brand' competition are asked to inform the Anglo-Dutch Trade Council by March 1, at 45 Raamweg, The Hague.

Buyers from 30 countries attend Domestic Lighting Show

BUYERS FROM some 30 overseas countries attended the first International Domestic Lighting exhibition held at Alexandra Palace, London, recently. Among the countries from which buyers came were Australia, Austria, Belgium, the Scandinavian countries, Italy, India, New Zealand, the US and Russia.

All exhibitors reported that they had transacted extremely good business and had received many worth while inquiries. As the result of the exhibitors booking larger stand spaces for the 1966 exhibition, it is expected by the organizers - Exhibitions (London) Ltd. – that the next display which takes place from February 14 to 18, 1966, will be 'at least double in size'.



Rapistan materials handling equipment circuit on the Stand of AB Nordstroms Linbanor, recently appointed Swedish Agents of the Manufacturers Equipment Company Limited of Hull, at the Scanpak Exhibition in November. The company state that at this exhibition, a large number of inquiries were received.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Tunisia

THE TRADE AGREEMENT between the United Kingdom and Tunisia, signed in London on January 17, 1961, has been renewed by an exchange of letters between the British Embassy in Tunis and the Tunisian Ministry of Planning and Finance, for a further period of one year from November 1, 1964.

The quota lists attached to the agreement remain as agreed for 1963/64 except for increases in the quotas for British exports of whisky (£14,000 to £17,000), clocks (£7,500 to £10,000) and sports goods (£1,500 to £3,000) and a new quota of £3,000 for vacuum flasks.

West Germany and Yugoslavia

THE TRADE negotiations between West Germany and Yugoslavia, which were broken off in July 1963 and resumed in June 1964, were concluded on July 16, 1964, with the signature of a fifth supplementary arrangement relating to the Trade Agreement of June 11, 1952.

The latest supplementary arrangement is valid from July 1, 1964, until June 30, 1965. It provides for imports into the Federal Republic from Yugoslavia to be accorded the same treatment as imports from other countries on Country List 'B' of the West German import list and also for Yugoslavia to be given a share in any overall allocations for food and agricultural products, not so far liberalized, up to a maximum annual value of approximately DM 15,000,000. A mixed Government Commission will be set up to supervise trade and economic relations between the two countries.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2307), quoting reference CRE 1715G.

West Germany and Korea

FOLLOWING NEGOTIATIONS in Bonn, an agreement on capital aid was concluded on December 4, 1964 between the Federal Republic of Germany and Korea, under which the latter is to receive loans of up to DM 54 million. Projects to be financed are the extension of water supply installations in Pusan, the development of small and medium industries and the extension of the telecommunications system. It was agreed that the balance of DM 4,280,000 remaining from West Germany's previous loan should be used to finance the installation of a conveyor system at Changsung coalmine

Provisional agreement was also reached on the terms of a trade agreement and shipping protocol. These will be signed shortly in Seoul.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2307) quoting reference CRE 3668/G.

Denmark and East Germany

IT WAS RECENTLY ANNOUNCED that a trade agreement between four Danish trade organizations and the East German Chamber of Foreign Trade was signed on December 30, 1964, for the mutual exchange of goods for the year 1965.

Danish exports to East Germany will include butter, live cattle and meat, agricultural produce, hides and skins, cheese, fish, fresh fruit, machinery, instruments and apparatus.

In return East German exports to Denmark will include, brown coal briquettes, fertilizers, chemicals, textiles, cars, lorries, motor cycles, tractors and spare parts, agricultural and industrial machinery and parts, television and radio receivers, electrical equipment, fishing vessels, iron ore and rolling mill products.

Further details are available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE.9399G.

Rumania and North Vietnam

THE BRITISH Embassy in Bucharest reports that a Trade and Payments Protocol for 1965 was signed on February 3 between Rumania and the Vietnam Democratic Republic.

Rumania is to deliver machines and spare parts, sodium products, mineral oils and greases, pharmaceutical products and other goods. In return Vietnam will supply apatite, tin, sodium sulphite, etheric oils, etc. An increase in the mutual trade over 1964 in envisaged.

No further details are available.

Hints to businessmen visiting Guatemala

A REVISED edition of the booklet on Guatemala has been published in the series of 'Hints to Business Men.'

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F.56, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone: City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

ARGENTINA

Turbo-Generator for Servicios Electricos del Gran, Buenos Aires. June 30. E.S.B. 4350/65.

AUSTRALIA

Construction of Boiler House and Workshops for Public Buildings Department. March 16. E.S.B. 5702/65.

Power Station Project for State Electricity Commission, Perth. (Advance Information.) E.S.B. 6005/65.

Telephone Lamps and Fittings for Postmaster-General's Department. April 8. E.S.B. 4390/65.*

Northern Electric Authority of Queensland:

Insulators. March 10. E.S.B. 5717/65.

Aluminium Conductor. March 10. E.S.B. 5718/65.

Electricity Commission of New South Wales:

Generators. May 3. E.S.B. 4583/65.*

Boilers. May 31. E.S.B. 4584/65.*

Transformers. April 12. E.S.B. 4540/65.*

BURMA

Socialist Economy Construction Committee:

Battery Chargers. March 17. E.S.B. 4398/65.*

Wagon Drill. March 17. E.S.B. 4397/65.*

CEYLON

Fish Bolts and Nuts for Ministry of Communications. May 12. E.S.B. 4395/65.*

Iron Castings and Steel Pipes for Municipal Council, Colombo. March 24. E.S.B. 4541/65.*

Station Wagon for Ministry of Local Government and Home Affairs. (Further Information.) Tender documents now available. E.S.B. 4080/65.*

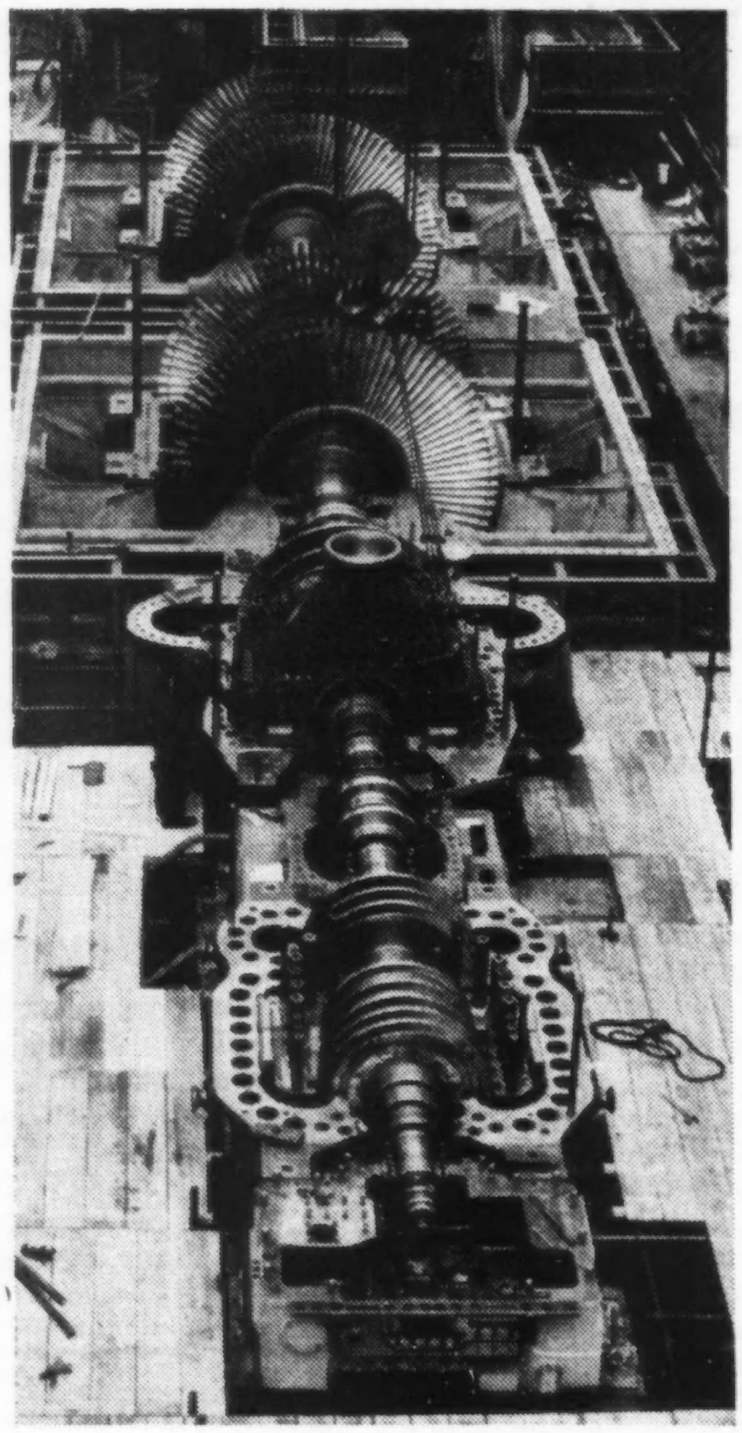
Ministry of Health:

Bottles. May 4. E.S.B. 4555/65.

Hypodermic Syringes. May 4. E.S.B. 4556/65.

Pharmaceuticals. (Further Information.) March 17. E.S.B. 36931/64.

Instrument Sterilizers. (Further Information.) Closing date postponed to March 30. E.S.B. 37648/64.



The first of four 350 megawatt steam turbines for Munmorah Power Station, Australia, has passed its works tests at the Rugby Works of The English Electric Company and is due to go into service next year. This picture shows the turbine during erection. Ordered by the Electricity Commission of New South Wales, the four turbo-alternator sets will be the most powerful installed in the Southern Hemisphere. Situated near a vast coalfield and with ample supplies of cooling water from Lake Munmorah, the station will be the largest in Australia when fully commissioned in 1969.

COLOMBIA

Generators for Empresas Publicas de Muncipales. (Further Information.) Tender documents now available. E.S.B. 3817/65.*

Pumps and Electrical Plant for Instituto Nacional de Fomento Municipal. March 10. Tender documents (in Spanish) now available. E.S.B. 5715/65.*

COSTA RICA

Construction of a Telephone Exchange for Instituto Costarricense de Electricidad. March 15. E.S.B. 4586/65.

La Poveeduria del Ferrocarril Electrico al Pacifico:

Air Compressors. (Further Information.) Closing date postponed to March 11. E.S.B. 3755/65.*

Railway Equipment. (Further Information.) Closing date postponed to March 15. E.S.B. 3756/65.*

Railway Equipment. (Further Information.) Closing date postponed to March 16. E.S.B. 3757/65.*

CYPRUS

Cranes for the Tender Board. April 3. E.S.B. 4577/65.*

Power Station Equipment for Moni Power Station. (Further Information.) Tender documents now available. E.S.B. 4037/65.*

FORMOSA

Central Trust of China:

Analyzing and Testing Instruments. March 17. E.S.B. 5765/65.*

Fibre Glass and Asbestos Wrapping. March 16. E.S.B. 5766/65.*

Lifts. March 18. E.S.B. 5767/65.*

Cranes. March 16. E.S.B. 5768/65.*

Roller Chain. March 18. E.S.B. 5759/65.*

Volt-Ammeters. March 18. E.S.B. 5760/65.*

Steel Pipe. March 19. E.S.B. 5761/65.*

Gas Compressor. March 17. E.S.B. 5762/65.*

Steel. March 18. E.S.B. 5763/65.*

Sulphur. March 18. E.S.B. 5764/65.*

China Development Corporation:

Chassis. March 17. E.S.B. 5713/65/D.L.F.

Refrigeration Equipment. March 15. E.S.B. 5712/65/D.L.F.

FRANCE

Headquarters, Allied Forces, Central Europe:

Electronic Tubes. March 10. E.S.B. 5701/65.*

Paper. March 10. E.S.B. 5729/65.*

Pleated Drapes. March 17. E.S.B. 4550/65.*

GREECE

Ministry of Trade:

Surveying Equipment. (Certain Items Repeated.) Closing date postponed to April 8. E.S.B. 18560/64.*

Timber. March 16. E.S.B. 5723/65.*

HONDURAS

Electrical Equipment for Empresa Nacional de Energie Electrica. March 16. E.S.B. 5711/65.*

INDIA

Boiler Tubes for Southern Railway, Madras. March 16. E.S.B. 4324/65.

Copper Sheets for Ahsan Barrage Division. March 12. E.S.B. 5721/65.

De-humidifying and Pressurizing Plant for Chittaranjan Locomotive Works. March 12. E.S.B. 4369/65.*

Fluted Acrylic Sheets for Atomic Energy Establishment, Trombay. March 15. E.S.B. 4131/65.

No. 10 of a series

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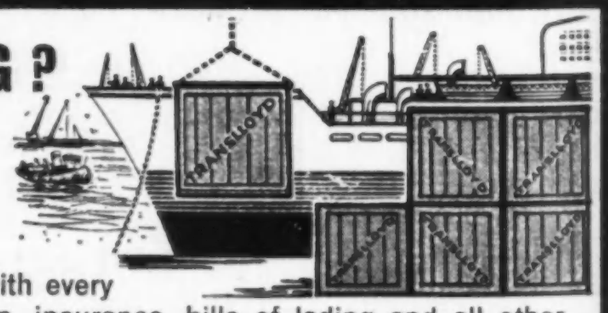

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Foundry Equipment for Indian Railways. (Further Information.) Tender documents now available. E.S.B. 2653/65.*

Mercury Arc Rectifiers for U.P. State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 3456/65.*

Telephone Equipment for Indian Posts and Telegraphs Department, Calcutta. March 30. E.S.B. 5724/65.

Gujarat Electricity Board:
- **Switches.** March 22. E.S.B. 4578/65.
- **Switches.** March 29. E.S.B. 4579/65.

Indian Telephone Industries Ltd.:
- **Acetate Rayon Thread.** April 19. E.S.B. 4331/65.
- **Moulding Powder.** April 12. E.S.B. 4315/65.
- **Ebonite Sheets.** April 5. E.S.B. 4328/65.
- **Artificial Graphite Rod.** March 22. E.S.B. 4329/65.
- **Cellulose Acetate Rolls.** April 12. E.S.B. 4330/65.

IRAN

Iranian Tobacco Monopoly:
- **Paper.** May 5. E.S.B. 5732/65.*
- **Paper.** May 1. E.S.B. 5730/65.*
- **Paper.** May 2. E.S.B. 5731/65.*
- **Paper.** May 3. E.S.B. 5733/65.*

Iranian State Railways:
- **Electric Bulbs.** May 3. E.S.B. 4563/65.*
- **Fishplates and Fittings.** (Further Information.) Tender documents now available. E.S.B. 998/65.*
- **Rails.** (Further Information.) Tender documents now available. E.S.B. 3798/65.*
- **Tricycles; Saw Blades.** (Further Information.) Tender documents now available. E.S.B. 997/65.*
- **Dumpers.** (Further Information.) Tender documents now available. E.S.B. 970/65.*
- **Pick Axes and Forks.** May 5. E.S.B. 4575/65.*

IRAQ

Pipes and Fittings for General Oil Refineries Administration. March 16. E.S.B. 4549/65.

Directorate General of Irrigation:
- **Civil Engineering Work.** (Further Information.) Tender documents now available. E.S.B. 988/65.*
- **Waterworks.** April 1. E.S.B. 4548/65.

National Electricity Administration:
- **Lamp Shades.** March 15. E.S.B. 4547/65.
- **Screws and Washers.** March 15. E.S.B. 5877/65.

KENYA

Tarpaulins for East African Railways and Harbours. March 16. E.S.B. 4314/65.

KOREA

Office of Supply:
- **Sizing and Weaving Plant Machinery.** March 30. E.S.B. 4517/65/D.L.F.*
- **Textile Machinery.** (Further Information.) Closing date postponed to March 25. E.S.B. 37657/64/D.L.F.*
- **Tunnel Kiln.** March 30. E.S.B. 4557/65/D.L.F.*

KUWAIT

Pumps for Ministry of Electricity and Water. (Further Information.) Closing date postponed to March 17. E.S.B. 2216/65.*

Switchgear for Central Tenders Committee. March 17. E.S.B. 5775/65.*

LEBANON

Grain Silo for Executive Council of Major Projects. June 2. E.S.B. 20709/63.

LIBYA

Electricity Corporation of Tripolitania:
- **Electrical Equipment.** March 20. E.S.B. 4599/65.
- **Generators and Switchboards.** March 25. E.S.B. 4189/65.

MALAYSIA

Science and Laboratory Equipment for Central Supplies Office, Singapore. (Further Information.) Closing date postponed to March 17. E.S.B. 3793/65.

Steel Godown for Port of Singapore Authority. March 23. E.S.B. 4340/65.*

Telecommunication Equipment for Central Electricity Board. April 12. E.S.B. 5720/65.

Telecommunication Equipment for Batang Padang and Prai Power Development. April 12. E.S.B. 4365/65.

MOROCCO

Constructional Project for L'Office National de L'electricite. (Further Information.) Closing date postponed to March 15. E.S.B. 4029/65.

MOZAMBIQUE

Telescopic Equipment for Delegacio Comercial de Ultramar. Closing date not known. E.S.B. 4361/65.

NETHERLANDS

Director-General of Waterways:
- **Road Surfacing.** March 19. E.S.B. 5779/65.
- **Road Surfacing.** March 16. E.S.B. 5782/65.
- **Roadworks.** March 19. E.S.B. 5783/65.
- **Maintenance Works of State Roads.** March 10. E.S.B. 4302/65.
- **Road Surfacing.** March 10. E.S.B. 4303/65.

NEW ZEALAND

Cloth for Ministry of Works. March 19. E.S.B. 5714/65.*

Generator Set for the Municipal Electricity Department, Christchurch. March 30. E.S.B. 5726/65.*

General Post Office, Wellington:
- **Cable.** March 29. E.S.B. 5744/65.*
- **Radio Telephone Terminal Equipment.** April 7. E.S.B. 5746/65.*
- **Cable.** March 26. E.S.B. 5706/65.*
- **Radio Equipment.** April 14. E.S.B. 5705/65.*
- **Flaring Tools.** March 18. E.S.B. 4546/65.*
- **Cadmium Copper Tapes.** March 22. E.S.B. 4551/65.*
- **Transmitter.** March 19. E.S.B. 4552/65.*

PAKISTAN

Pakistan Telegraph and Telephone Directorate-General:
- **Coaxial Cable.** Closing date postponed to March 25. E.S.B. 1139/65.*
- **Microwave Spurs.** (Further Information.) Closing date postponed to March 25. E.S.B. 1140/65.*
- **Cement Plant Extension** for West Pakistan Industrial Development Corporation. (Further Information.) Closing date postponed to March 31. E.S.B. 592/65.*

Pakistan Western Railway:
- **Copper.** (Further Information.) E.S.B. 37308/64.
- **Nail Wire.** March 10. E.S.B. 4378/65.
- **Iron-clad Switches.** March 11. E.S.B. 4380/65.
- **Wire.** March 10. E.S.B. 4379/65.

RHODESIA

Rhodesia Railways:
- **Permanent Way Equipment.** (Further Information.) E.S.B. 36523/64.*
- **Locomotives.** April 30. E.S.B. 4347/65.*

SAUDI ARABIA

Modernization of Telephone System for Ministry of Communications. (Further Information.) Closing date postponed to March 15. E.S.B. 26547/63.

SOUTH AFRICA

X-Ray Equipment for Transvaal Provincial Tender Board. March 12. E.S.B. 4389/65.*

South African Railways:
- **Mechanical Loaders.** March 19. E.S.B. 4544/65.*
- **Tractor Loader Shovel.** March 26. E.S.B. 4545/65.*
- **Shearing Line** for South African Iron and Steel Corporation Ltd. (Further Information.) Closing date postponed to April 23. E.S.B. 38546/64.*

Port Elizabeth City Council:
- **Power Station Extensions.** April 8. E.S.B. 4351/65.*
- **Transformers.** April 8. E.S.B. 4352/65.*
- **Switchgear.** May 6. E.S.B. 4353/65.*

Cape Provincial Tender Board:
- **Sterilizers.** March 16. E.S.B. 5708/65.*
- **Surgical Glassware.** March 19. E.S.B. 5710/65.*
- **Surgical Gloves.** March 16. E.S.B. 5709/65.*
- **Vehicles.** March 12. E.S.B. 5751/65.*
- **Vehicles.** March 12. E.S.B. 5752/65.*
- **Vehicles.** March 12. E.S.B. 5753/65.*

State Tender Board:
- **Crane.** March 18. E.S.B. 4530/65.*
- **Hydraulic Presses.** March 23. E.S.B. 4529/65.*
- **Garment Press.** March 10. E.S.B. 4591/65.*
- **Films.** March 10. E.S.B. 4508/65.*
- **Air Legs.** March 10. E.S.B. 4590/65.*
- **Laboratory Equipment.** March 22. E.S.B. 4592/65.*
- **L.V. Switchboard.** March 11. E.S.B. 4515/65.*
- **Laboratory Equipment and Chemicals.** March 15. E.S.B. 4526/65.*
- **Chemicals and Oils.** March 15. E.S.B. 4527/65.*
- **Laboratory Equipment.** March 26. E.S.B. 4528/65.*
- **Machine Tools.** March 30. E.S.B. 4519/65.*
- **Laboratory Equipment.** March 24. E.S.B. 4534/65.*
- **Refrigerator.** March 16. E.S.B. 4521/65.*
- **Measuring Instruments.** March 16. E.S.B. 4523/65.*
- **Laboratory Equipment.** March 22. E.S.B. 4533/65.*
- **Labelling Machine.** March 11. E.S.B. 4532/65.*

SPAIN

Generating Sets for Ministerio del Aire. (Further Information.) April 2. E.S.B. 590/65.

SUDAN

Cast Iron Boxes for Central Electricity and Water Administration. March 15. E.S.B. 5740/65.*

Sudan Railways:
- **Railway Equipment.** March 23. E.S.B. 4382/65.*
- **Machine Tool.** March 16. E.S.B. 4383/65.*
- **Water Distiller.** March 30. E.S.B. 4384/65.*
- **Saw Filing Machine.** April 6. E.S.B. 4385/65.*
- **Lathe.** March 23. E.S.B. 4386/65.*
- **Axle Bearings.** March 23. E.S.B. 4387/65.*
- **Axle Bearings.** (Further Information.) E.S.B. 4387/65.*
- **Crane.** March 23. E.S.B. 4388/65.*

THAILAND

Paints; Plastics Sheets for Air Transport Department (Donmaung). March 10. E.S.B. 4323/65.

Steel Penstocks for Yanhee Electricity Authority. April E.S.B. 4305/65.

Vehicle Stability Tester for Ministry of Communications. March 29. E.S.B. 4325/65.

TUNISIA

Lugs; Glazed Sashes for Société Abida. Closing date not known. E.S.B. 4582/65/D.L.F.

TURKEY

Tyres and Tubes for Allied Land Forces, South Eastern Europe. (Further Information.) Additions to the original requirements. Closing date postponed to March 15. E.S.B. 1787/65.*

UNITED STATES OF AMERICA

Transformers for Chelan County Public Utility District, Washington. March 10. E.S.B. 4589/65.*

Bureau of Reclamation:
- **Neutral Grounding Equipment.** March 10. E.S.B. 5755/65.*
- **Control Equipment.** March 11. E.S.B. 5758/65.*
- **Transformers.** March 12. E.S.B. 5754/65.*
- **Switchgear.** March 15. E.S.B. 5757/65.*

URUGUAY

Construction of Dry Dock for Inspeccion General de Marina. March 20. E.S.B. 4332/65.

Dairy Plant for Cooperativa Nacional de Productores de Leche. April 30. (In Spanish.) E.S.B. 4333/65.*

State Electricity Board:
- **Chemicals.** (Re-issue of Tender.) Closing date now March 10. E.S.B. 34724/64.
- **Tin.** (Re-issue of Tender for a quantity of 2,300 kilogrammes.) Closing date now March 11. E.S.B. 29285/64.

VENEZUELA

Power Station Equipment for C.V.G. Electrificacion del Caroni C.A. March 15. E.S.B. 5727/65.

ZAMBIA

Load Control System for Municipal Council of Chingola. April 2. E.S.B. 4537/65.

Central Supply and Tender Board:
- **Cotton/Rayon Vests.** March 12. E.S.B. 4194/65.*
- **Cotton/Rayon Under Pants.** March 12. E.S.B. 4196/65.*
- **Woollen Jerseys.** March 19. E.S.B. 4535/65.*
- **Chevrons.** March 19. E.S.B. 4536/65.*

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Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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Australia
Agency inquiry for clocks; lighting; intercom systems; paging systems. (E.S.B. 4829/65.)
Agency inquiry for electro static precipitators; oil burners; pumps. (E.S.B. 4786/65.)
Agency inquiry for hairdressers supplies and equipment. (E.S.B. 4679/65.)
Inquiry for builders materials; hand tools; industrial electrical goods and automotive parts and accessories; small boat and caravan hardware and accessories. (E.S.B. 4737/65.)
Inquiry for clothing; hardware; sporting footwear; sporting goods and toys. (E.S.B. 4622/65.)
Inquiry for foodstuffs. (E.S.B. 33740/64.)
Manufacture under licence – chemical, mining and metallurgical products. (E.S.B. 4274/65.)

Austria
Inquiry for domestic slicing machines. (E.S.B. 5069/65.)

Barbados
Inquiry for food lines and supermarket items. (E.S.B. 4953/65.)

Belgium
British store promotions. (E.S.B. 2402/65.)

Bermuda
Inquiry for canned meat products; confectionery. (E.S.B. 5160/65.)

Cameroon
Inquiry for power plant; water purification plant. (E.S.B. 30916/64.)

Canada
Agency inquiry for plant equipment. (E.S.B. 5176/65.)
Agency inquiry for gears. (E.S.B. 4839/65.)
Agency inquiry for metal screws. (E.S.B. 4677/65.)
Inquiry for copper tubing. (E.S.B. 4800/65.)
Inquiry for bolts and nuts. (E.S.B. 3399/65.)
Inquiry for canned meats. (E.S.B. 2557/65.)
Inquiry for surgical equipment. (E.S.B. 4886/65.)
Inquiry for briquette making machine; nailing machines; woodworking machinery. (E.S.B. 5302/65.)

Ceylon
Inquiry in respect of silk weaving project. (E.S.B. 4882/65.)

Congo Republic
Agency inquiry for office machinery. (E.S.B. 4785/65.)

Costa Rica
Agency inquiry for welding rods. (E.S.B. 4925/65.)

Cyprus
Agency inquiry for industrial chemicals. (E.S.B. 37707/64.)

Czechoslovakia
Inquiry for vibrating mills. (E.S.B. 28701/64.)

Denmark
Agency inquiry for fishing tackle. (E.S.B. 5098/65.)
Inquiry for cooling towers. (E.S.B. 4952/65.)
Inquiry for domestic electrical equipment. (E.S.B. 4496/65).

Fiji
Agency inquiry for salt. (E.S.B. 4781/65.)

Finland
Agency inquiry for socks, stockings and tights. (E.S.B. 4661/65.)
Inquiry for optical lenses. (E.S.B. 4904/65.)

France
Agency inquiry for electric lamps; electrical supplies and fittings. (E.S.B. 4930/65.)
Agency inquiry for boat racks. (E.S.B. 3628/65.)
Inquiry for materials and equipment for the refrigeration industry. (E.S.B. 4295/65.)
Inquiry for gift items; sweet bags; tea and coffee services; trays. (E.S.B. 4762/65.)
Inquiry for plastics welding machinery; p.v.c. sheets; stationery; welded plastics copy book covers. (E.S.B. 20177/64.)
Inquiry for lighting equipment; steel tubes. (E.S.B. 5086/65.)

Germany, Federal Republic of
Agency inquiry for candles; earthenware. (E.S.B. 4761/65.)
Inquiry for steel strip; tin plate. (E.S.B. 2940/65.)
Inquiry for polyvinyl chloride foams. (E.S.B. 5099/65.)

Guinea
Inquiry for banana-loading equipment; fork-lift trucks/spare parts. (E.S.B. 4476/65.)

Hong Kong
Inquiry for heating plant. (E.S.B. 3547/65.)

Israel
Agency inquiry for building materials; laundry marking machines. (E.S.B. 5140/65.)
Agency inquiry for domestic electrical equipment; TV antennae. (E.S.B. 30635/64.)
Agency inquiry for offal. (E.S.B. 5033/65.)
Agency inquiry for cameras; inspissators; latex rubber. (E.S.B. 4850/65.)
Inquiry for radio receivers. (E.S.B. 4929/65.)
Inquiry for circuit breakers. (E.S.B. 4768/65.)
Collaboration – manufacture of biscuits. (E.S.B. 4880/65.)

Italy
Agency inquiry for animal foods. (E.S.B. 3641/65.)
Agency inquiry for furniture. (E.S.B. 4890/65.)
Inquiry for articles for the lithography and photogravure industries. (E.S.B. 4808/65.)

Italy/Hungary
Trade Agreement. (C.R.E. 7200/G.)

Jamaica
Agency inquiry for agricultural tools; builders and plumbers hardware; chemicals. (E.S.B. 18497/64.)
Inquiry for chandeliers; piece goods; plumbing fixtures; sanitary ware. (E.S.B. 3529/65.)

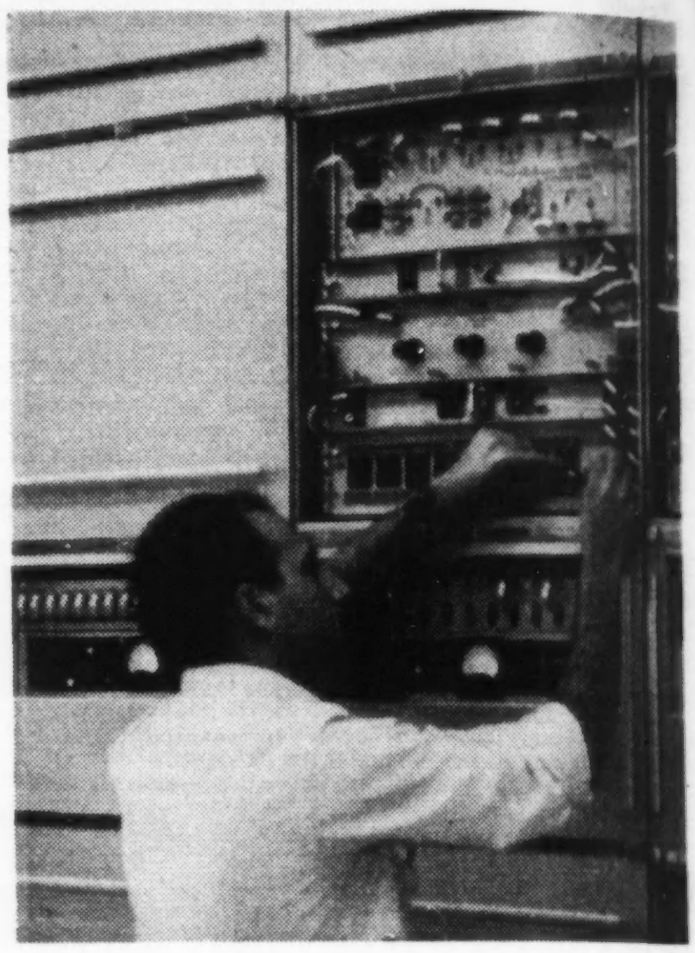
Netherlands
Inquiry for hydraulic presses and gauges; machine tools. (E.S.B. 4894/65.)
Inquiry for chemical laboratory apparatus and equipment. (E.S.B. 4757/65.)

Philippines Republic
Inquiry for consumer goods. (E.S.B. 4764/65.)

Poland
Trading with. (C.R.E. 8079/G.)

Portugal
Agency inquiry for cutlery; decorative china articles. (E.S.B. 5161/65.)
Agency inquiry for metals. (E.S.B. 5085/65.)
Agency inquiry for knitwear machinery; textile machinery. (E.S.B. 5138/65.)
Agency enquiry for boiler tubing; packings; steel sheeting. (E.S.B. 5163/65.)
Agency inquiry for air conditioning equipment; closed circuit television; telecommunications equipment. (E.S.B. 4716/65.)
Agency inquiry for compressors; compressed air equipment; electrodes; presses; tools. (E.S.B. 4715/65.)
Inquiry for non-ferrous metals. (E.S.B. 5164/65.)
Inquiry for bicycle accessories. (E.S.B. 5162/65.)

South Africa
Inquiry for rubber gloves; plastics sheeting. (E.S.B. 8188/62.)



Engineers checking equipment made by Associated Electrical Industries Ltd. in the terminal station at Jesselton (in Sabah, North Borneo). Some 100 racksides of terminal equipment have been supplied by AEI Telecommunications Division for the Singapore-Jesselton-Hong Kong section of the South East Asia Commonwealth Submarine Telephone Cable System, known as SEACOM. Up to 80 telephone circuits will be provided on this link.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of these offices is on page 47 of supplement.

Sudan
Inquiry for lithographic machinery; machinery for making tins and crown corks. (E.S.B. 31512/64.)

Sweden
Agency inquiry for shoes. (E.S.B. 5183/65.)
Agency inquiry for waxes and pastes. (E.S.B. 4782/65.)
Inquiry for transformers. (E.S.B. 4791/65.)
Inquiry for women's hats. (E.S.B. 3513/65.)

United States of America
Agency inquiry for generators; turbines. (E.S.B. 4776/65).
Agency inquiry for tyres. (E.S.B. 4987/65.)
Inquiry for cast iron fittings; files; water meters. (E.S.B. 3901/65.)
Inquiry for chemicals for animal feedstuffs. (E.S.B. 4783/65.)
Inquiry for chemists' sundries; leather goods; smokers' items; toilet goods. (E.S.B. 4606/65.)
Inquiry for leather cases; pocket knives; sewing kits; shaving brushes. (E.S.B. 4990/65.)
Inquiry for electric motors for marine use. (E.S.B. 4462/65.)
Inquiry for electric meat slicing machines; portion scales. (E.S.B. 4714/65.)
Inquiry for pigskin glove leather. (E.S.B. 4864/65.)
Inquiry for brass; copper. (E.S.B. 5070/65.)
Manufacture under licence in Britain – indicator lights. (E.S.B. 829/65.)
Visits of store buyers. (E.S.B. 5203/65.)
Trade shows to be attended by an officer of the British Consulate, Portland, Oregon – further information. (E.S.B. 37035/64.)

Yugoslavia
Inquiry for agricultural machinery and poultry farm equipment. (E.S.B. 4763/65.)

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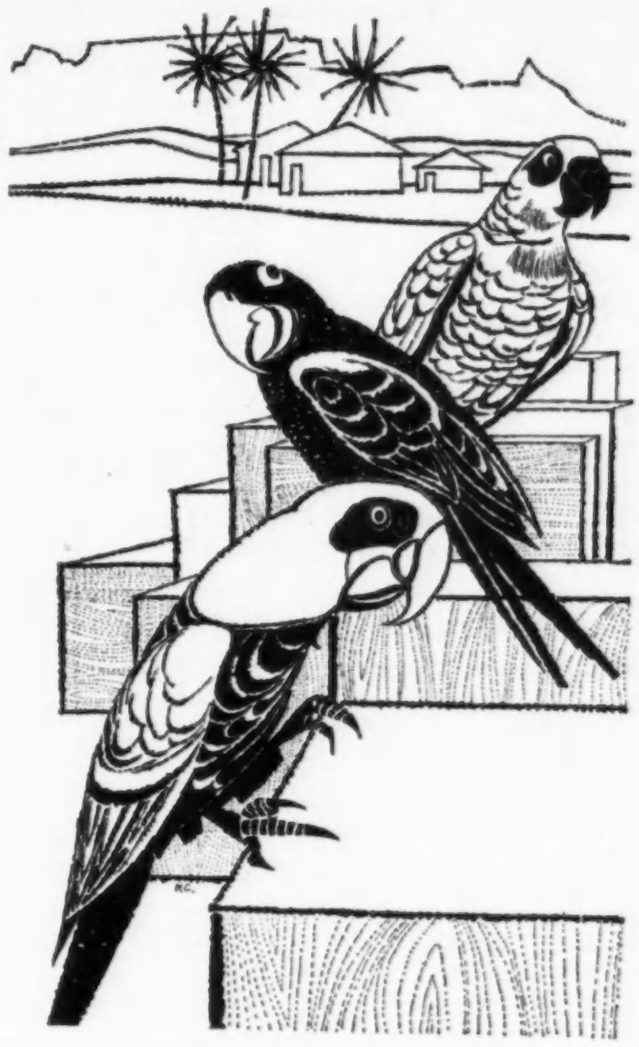

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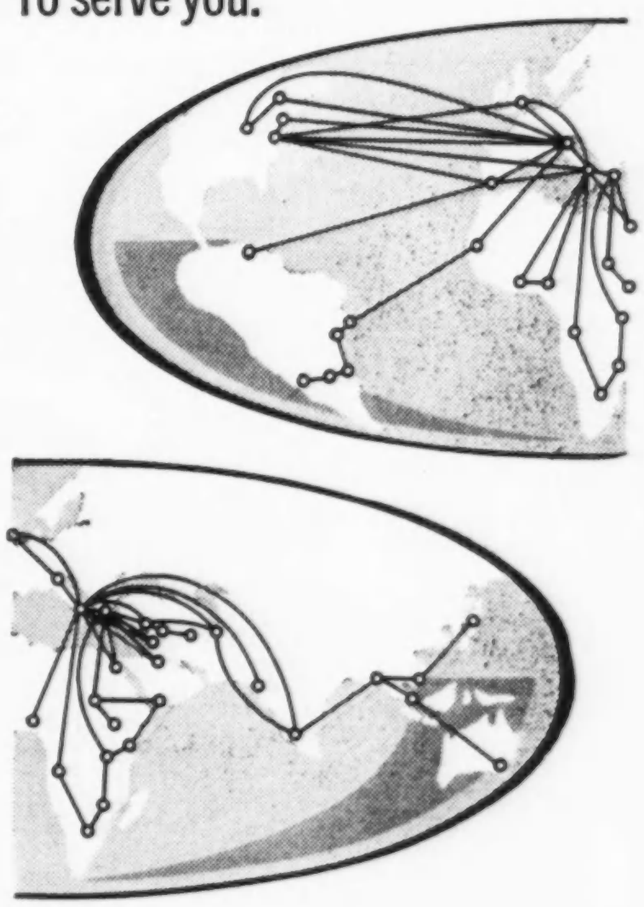

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Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Machine tools for Chilean railways

The Chilean Government have authorized the State railways to buy mechanical planing machines from Associated British Machine Tool Manufacturers, London, at a cost of some £40,000 to be paid for with funds from the £1½ million loan granted to Chile by Britain in December, 1963.

Recording apparatus for Egyptian Ministry of Agriculture

Servis Recorders Ltd., Gloucester, have secured an order from the United Arab Republic for 400 time recorders and a total of 98,000 charts. The bulk of these will be for the Egyptian Ministry of Agriculture.

Air radar equipment for American aircraft

Qantas, one of Australia's largest airlines, have decided to fit the Marconi Co. Ltd. (Chelmsford) latest doppler navigator, type AD560, in their fleet of Boeing aircraft, for operating their new Trans-Pacific route.

Philippines Air Lines to purchase two BAC One-Elevens

Philippines Air Lines are to buy two British Aircraft Corporation (London) One-Eleven short-haul jet airliners and is taking an option on a third.

The 42½-ton discharge end of a chemical drier, manufactured by Head Wrightson of Stockton-on-Tees, being shipped by Lep Transport from Middlesbrough for a new fertilizer plant in Malaysia. The plant is being supplied by ICI's Agricultural Division at Billingham, and is to be built at Padang Jawa near Kuala Lumpur under the supervision of Chemical Construction (G.B.) Ltd.

Spanish order for marine automatic control system

A £75,000 contract has been awarded to Elliott-Marine Automation Ltd., a subsidiary of Elliott-Automation Ltd., London, for an automatic control system for the cargo handling and main and auxiliary engines of the largest ship ever built in Spain. The systems will be the most advanced examples of automation and remote control ever installed in a Spanish merchant ship.

Pumps for West German chemical plant

Sigmund Pulsometer Pumps Ltd., Gateshead, are supplying 13 pumps worth £11,000 for a lead alkyl anti-knock compound plant for AK Chemie GmbH at Biebesheim.

Food machinery for Italy

A £64,000 contract for two hydrostatic sterilizers has been placed with the Food Machinery Division of Mitchell Engineering, Peterborough, by Arrigoni and C.S.p.A. of Cesena, Italy.

£¾ million vehicle orders taken in one week

Albion Motors (Leyland Group), Glasgow, announces orders worth nearly £¾ million. Contracts are from Hong Kong, Israel, Ghana, Africa and Australia and all have been taken during one week.

Automatic gauge control equipment for Germany

A repeat order for the supply and installation of a second 'Gaugemeter' A.G.C. system has been received by Davy and United Instruments Ltd., a member of the Davy-Ashmore Group, Sheffield, from Hüttenwerke Siegerland AG., for their works at Wissen, Germany.

Overhead line for West Pakistan

British Insulated Callender's Construction Co. Ltd., London, have received an order valued at £120,000 from the Water and Power Development Authority of West Pakistan for the supply and installation of a 132kV overhead line between Hyderabad and Kotri.

Paving a Danish library

Broughton Moor Green Slate Quarries Ltd., Coniston, have secured an order calling for 30,000 sq. ft. of Broughton Moor and Spouterag Green Slate for use as internal and external paving at a Danish library.

Roller bearings ordered for a French cold rolling mill

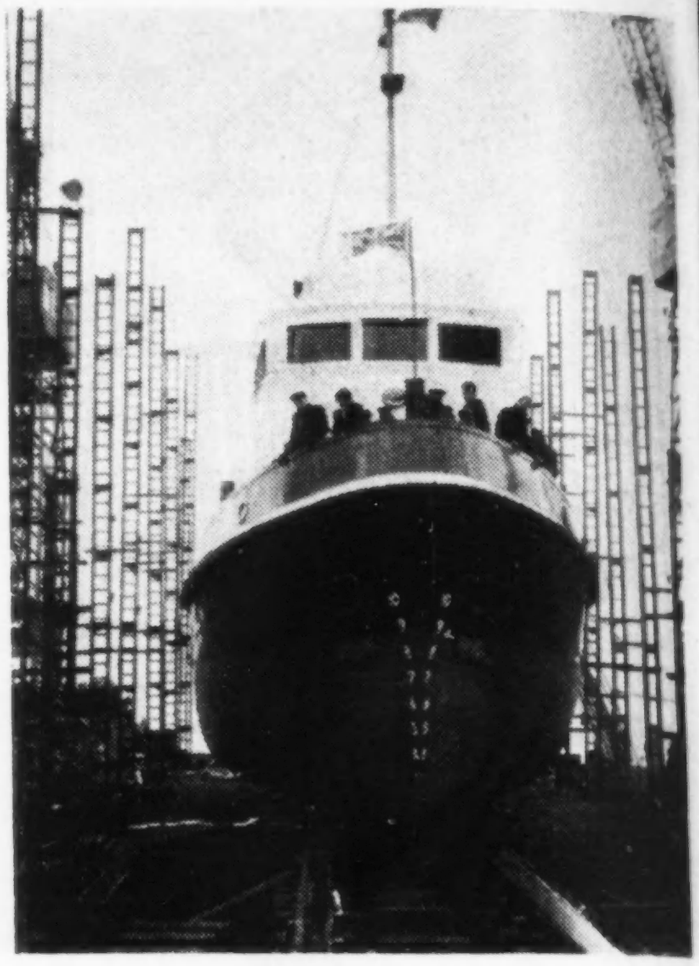
The Hoffman Manufacturing Co. Ltd., Chelmsford, are supplying, through their distributor in France, the thick-wall work-roll backing bearings needed for a cold rolling mill being erected for Societe Fives Lille-Cail Usines de Denain.

Industrial plant for Russia

Sigmund Pulsometer Pumps Ltd., Gateshead, are to supply a total of 37 pumps for a number of polythene plants which are to be erected over the next two years in Russia. Another Russian order valued at £5 million has been gained by Davy Ashmore Ltd. through their member firm Power-Gas Corporation, Stockton-on-Tees, for the supply of a complete acetic acid plant using processes developed by the Distillers Company Ltd.

Germans order diesels

An order for £2½ million worth of agricultura diesel engines has been placed with the Perkins Group, Peterborough, by Gebr. Claas Maschinenfabrik of West Germany.



The Nigerian tug 'George Ohikere' on the slipway at Leith in Scotland, ready for launching. The tug is the second of two berthing tugs to be built by the Scottish shipbuilding yard Henry Robb Limited for the Lagos Harbour Board. The first tug was launched in November.

£½ million export orders

New year export orders secured by J. C. Bamford (Excavators) Ltd., total over £½ million. The greatest proportion of this increased business has been won in Europe. Exports of JCB earthmoving equipment are running at the highest level yet achieved by the company. Two of the largest single orders have come from Sweden and France, where JCB has appointed new distributors – Manubat S.A. of Paris and P. C. af Buren of Stockholm.

Russia orders margarine machinery

Six Russian food factories are being equipped with margarine processing lines manufactured by A. Johnson & Co. (London) Ltd., Wokingham, under a £300,000 contract for Votator equipment by Technoimport, a division of the Soviet Ministry for Foreign Trade. The order was won against strong competition from European manufacturers.

Papermaking machinery for Australia and South Africa

Walmsleys (Bury) Ltd., have secured orders worth £1,500,000. The largest order is for a board machine for Australian Paper Manufacturers Ltd., Melbourne. The second order is from Crown Carlton Paper Mills (Pty.). Ltd., of Johannesburg, who are to install a tissue machine.

South African generator transformer contracts

Bruce Peebles & Co. Ltd., Edinburgh, have received through their agents Johnson & Phillips, South Africa (Pty.) Ltd., contracts from the Electricity Supply Commission of South Africa for a further three generator transformers for a generating station at Camden, Transvaal.

Moulding plant in Mexico

In the face of stern international competition a contract to manufacture, design, and install plant for moulding plastic foam car seats, has been awarded to Perameters Co. Ltd., London, by Cia el Palma, Mexico City.

Cables for Singapore

British Insulated Callender's Cables Ltd., London, have received a £70,000 order from the Public Utilities Board of Singapore for cabling work for extensions to the Pasir Panjang power station.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of February 19. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of February 19 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Selling pumps abroad

Two executives of Sigmund Pulsometer Pumps Ltd., are touring Australia and Africa. Mr. Alan Cramb, sales director, left London by air on February 2 on his way to India: the first stage of a journey which will take him to three continents and include visits to Australia and New Zealand, Mauritius and South Africa. He will be promoting sales of centrifugal pumps for his company, visiting local agents, and learning at first hand the marketing conditions and problems in these areas.

Mr. Cyril Watts, sales executive, leaves by air on February 8 for Lagos. His five weeks' visit will cover the majority of important centres in Nigeria: including Ibadan and Port Harcourt, and will also extend to Accra, Ghana.

Packaged sub-stations for the Far East

Mr. G. A. P. Jewiss, Director of overseas sales, George Ellison Ltd., Birmingham, is to leave soon on his annual Far Eastern sales tour. Mr. Jewiss will accompany the joint Birmingham-London Chambers of Commerce trade mission to the Far East as far as Bangkok. From March 3 he will visit the company's agents in Malaya before returning to Singapore and Rangoon. He will then visit Calcutta, Dacca and Karachi before returning to London on April 28. George Ellison Ltd., are manufacturers of industrial switchgear and have two subsidiary companies, Tufnol Ltd., and Ellison Hydraulics Ltd. Mr. Jewiss will represent all three companies in the group and in particular will stress 'packaged sub-stations' manufactured by Ellison Hydraulics Ltd.

HOW TO WIN EXPORTS AND REPEAT ORDERS

Good sense, a quality product and after-sales service have helped the Bromford Iron & Steel Company Limited, West Bromwich, Staffs. to secure a repeat order worth $150,000, *according to Mr. Robert Mills, managing director, and Mr. Charles Cooper, chairman of the company.*

In November 1964 *Bromford gained an order from a Canadian customer for* $90,000 *worth of hot rolled steel. As soon as the order had been completed, shipped and delivered, Mr. Mills put through a telephone call to Canada to ask if the customer was satisfied and that the steel had arrived in good condition.*

The Canadian company, highly impressed by this after-sales service, commented that this was the first time in their experience that a steel supplier had taken the trouble to find out if the goods had arrived safely. Preliminary discussion for a repeat order took place there and then.

Bromford have now received a call from Canada placing a further order for $150,000 *worth of steel for delivery in the Spring.*

Russia buys control gear

M.T.E. Control Gear Ltd., of Leigh-on-Sea, have gained their first direct order from Russia for the supply of low tension A.C. electric motor control gear as the result of a visit to Russia by Mr. Peter Holmes, a director of the company. The order was for 10,655 of their new unit constructed UCO contactor/relay assemblies and 775 heavy duty limit switches, valued together at over £26,000. This order was placed by V.O. Stankoimport, who stated that they would be incorporating the equipment in their machine tools for export.

It is believed that the main reason for the purchase of British control gear is to help the export sales of Russian machine tools to Europe, as there is some reluctance on the part of European buyers to accept control gear which does not conform to European standards and for which spares are not readily available.

Mr. Holmes accompanied by another M.T.E. director is planning a return export trip to Russia within the next few weeks.

Eight countries export drive

Mr. Herbert Halstead, chairman, and Mr. K. Entwisle, export director of James Halstead Ltd., Manchester, left the United Kingdom at the end of January on an eight countries export tour, starting with Japan (to February 3) and finishing in Africa (March 31). The planned itinerary is: Tokyo, Taipei, Hong Kong, Kuala Lumpur, Singapore, Sydney and Wellington, where there are group factories and associate companies, Perth and the Transvaal, where the group also has a factory.

Mr. Entwisle stated at his last company engagement, a large party in London given by the Halstead group to government, official and commercial interests in the Middle and Near East, that the intention of the Far East trip was 'to see what we can sell them and see what they are buying or selling that we perhaps can make and sell better'. Halsteads' interests as a group range from raincoats to textiles, plastics and flooring.

Visiting United States and Australia

Mr. H. E. Dyble, joint managing director of Woodall-Duckham Construction Company Ltd., left London Airport on January 31 for the United States and Australia to further the interests of the Woodall-Duckham Group in these countries.

Visitor to Middle East

Mr. Peter Robinson of the Export Sales Division of Laporte Chemicals Limited, Luton is undertaking a three week visit to Middle Eastern countries during February. Visits will be made in conjunction with the local sales agents to customers in Iran, Iraq, Saudi Arabia, Egypt, Syria and the Lebanon.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *February* 19, 1965.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

*A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. *Tel. Abbey* 7877. *Ext.* 2765. (*Ref. GD* 5891/*G*).

Johnnie Walker export sales up £2 million in 1964

Mr. A. F. Webb, managing director of John Walker and Sons Ltd., a member of The Distillers Company Group, is currently on an extensive sales tour of Australia and the United States. Before he left, Mr. Webb said that 1964 was a record year for 'Johnnie Walker'. The firm's combined home and export sales last year were 15 per cent up on 1963, and net revenue from export sales accounted for 77 per cent of total earnings. The increase in the value of export sales was over £2 million, as against an increase of £7.5 million for the entire Scotch whisky industry.

Mr. Webb said that revenue from exports of Johnnie Walker to the United States last year increased by 27 per cent. The brand's position was gaining in strength year after year and in 1964 great strides were made in the Mid-West and in the Southern States. In France – the second largest overseas market for Scotch whisky – Johnnie Walker was by far the most popular brand. In the last two years the value of sales had increased 47 per cent.

Substantial sales increases were achieved last year in the rest of Europe, in Australasia, the Far East and in Africa.

British building contracts for Ethiopia

Coinciding with H.M. the Queen's visit to Ethiopia a contract was signed in Addis Ababa with a British company (Taylor Woodrow (Building Exports) Ltd.) for a factory-made building covering 65,000 square feet for a nylon spinning plant to be erected at Modjo, Ethiopia, for a joint Ethiopian-Japanese textiles company (Ethio-Japanese Synthetic Textiles S.C.).

The building is an Arcon one (product of the Henry Hope, I.C.I., Stewarts and Lloyds, Turner and Newall, United Steel consortium) to be supplied by Taylor Woodrow, who are also co-ordinating specifications and supply of boilers, air conditioning plant, electrical equipment and water chemical treatment plant.

The building is 450 feet long with double span of 75 feet each. Deliveries of components begin in nine weeks' time. The consultants are Enav and Tedros, Addis Ababa.

On the day of the Queen's arrival in Ethiopia another contract was signed with Taylor Woodrow for a 42,000 square-foot building to house a galvanizing plant for another Ethiopian-Japanese company (Sabean Metal Products Ltd.).

Previous contracts with Ethiopia, including 100,000 square feet of Arcon buildings for mills, bring the total area for buildings supplied by Taylor Woodrow to Ethiopia to half a million square feet. One of the mills for a government-sponsored company, already in full operation, spinning, weaving and dyeing cloth using wool from local sheep, is to have an official opening by the Emperor, His Imperial Majesty Haile Selassie.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ITALY

Customs modifications affecting bananas

THE ITALIAN GOVERNMENT in a Law dated October 9, 1964, abolished the State Monopoly relating to bananas.

In consequence of that decision, fresh bananas (Tariff Heading 0801B) are from January 1, 1965, subject to import licensing regulations.

Import quotas has been established as follows:

From Somalia	90,000 tons
From EEC countries, their overseas dependencies, and Associated African States	18,000 tons
Third countries	12,000 tons

Imports of dried bananas and banana flour remain free from restrictions, however.

During the first phase of the changeover from the monopoly system to the free trade system, contracts involving the transport of bananas on ships flying a non-Italian flag are subject to obtaining the prior consent of the Italian Ministry for Foreign Trade.

Import quotas for cork

THE ITALIAN Ministry for Foreign Trade in two circulars dated January 7, 1965, has announced the opening of a quota of 5,000 tons of unworked cork (of a thickness of less than 30 mm.) and of 3,000 tons of cork for pulverizing. These quotas, which are available for all countries other than EEC countries, are at the same level as for 1964.

FEDERAL REPUBLIC OF GERMANY

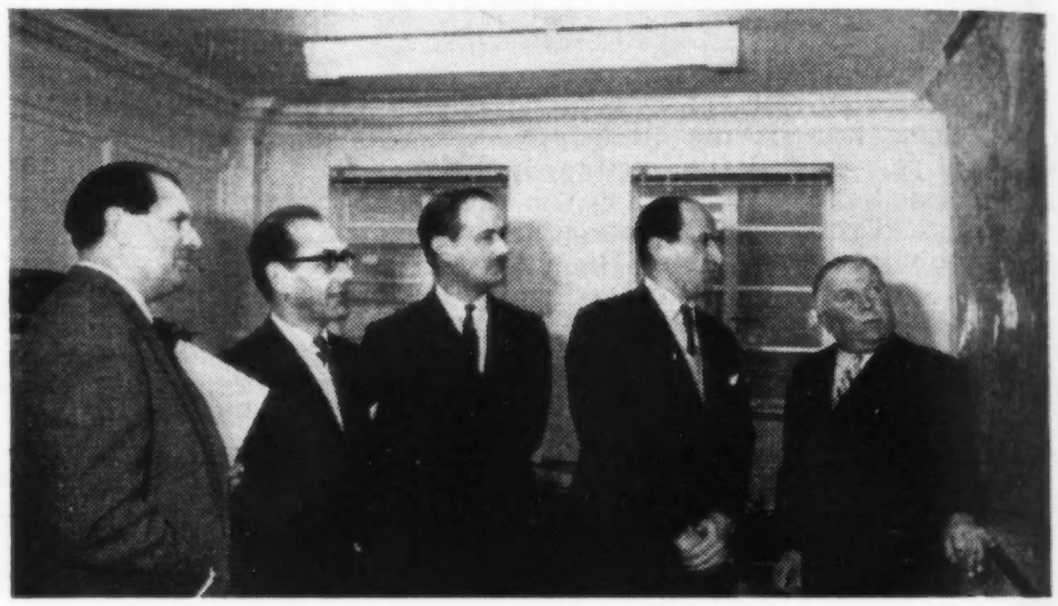
Import duties on whisky

IN THE notice published in the *Board of Trade Journal* of February 12, 1965, details were given of differential reductions in rates of duty according to whether the imported whisky was above or below '45% proof'.

It has been pointed out that this description is misleading. The West German Tariff classification is 'whisky with a content of ethyl alcohol of more (or less) than 45°'. The term 'proof', as used in the United Kingdom, is not strictly applicable in this context and could give rise to some confusion.

Any inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

£123,000 WORTH OF COMPRESSORS FOR EXPORT



Broom & Wade Ltd., High Wycombe, the compressed air and pneumatic tool manufacturers, are now acting as one of the consultants to the High Wycombe College of Technology and Art, Export Training Scheme. Seen here are (left to right): Mr. K. P. A. Watson, marketing manager, Broom & Wade Ltd., Mr. R. G. Martin, Mr. D. J. Everett and Mr. F. W. Rosner, of the College, and Mr. C. Broom Smith, chairman of Broom & Wade. During the first week in February export orders worth over £123,000 were received by Broom & Wade. These orders for stationary and WR portable compressors have been placed from South Africa, Canada, Australia and Thailand. In the last nine months orders worth over £36,000 for WR portable compressors have been received from Thailand alone. The company are currently exporting 40 per cent of their products.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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SPAIN

Global quotas for 1965

IN THE STATE *Gazette* of February 1, the Spanish authorities published details of global quotas for the year 1965. The complete list, as amended in the State *Gazette* of February 8, is reproduced below:

(168 Pesetas = £1)

Quota No.	Goods	Tariff Heading	Annual value in pesetas	Method of calling
1	Hops	12.06	26,400,000	Six-monthly
2	Meat preserves	16.01, Ex 16.02	20,000,000	Six-monthly
3	Fruit preserves	20.03, 20.04, Ex 20.05, Ex 20.06, 20.07 B	20,000,000	Six-monthly
4	Preserves for children	Ex 16.02, Ex 20.05, Ex 21.07 B	6,000,000	Six-monthly
5	Miscellaneous food products	19.04, Ex 21.07 B	4,500,000	Six-monthly
6	Soups and soup preparations	21.05	6,000,000	Six-monthly
7	Beer	22.03	10.000,000	Open permanently
8	Fish meal	23.01 B	Not specified	Open permanently
9	Coking coal	Ex 27.01 A	110,000,000	Open permanently
10	Anthracite	27.01 B	18,000,000	Open permanently
11	Inorganic chemical products	15.10 B, 28.02, 28.14 A, 28.15 B, 28.41 B 3, Ex 28.46B, 28.49	36,000,000	Six-monthly
12	Organic chemical products	29.04 A 1, Ex 29.11 A 1, Ex 29.11 A 2, Ex 29.25 F, 29.26 C, 29.42 A, 29.42 C, 29.43 A, 29.43 B, 29.44 A, 29.44 B, 32.01 A, Ex 32.03 A	89,000,000	Six-monthly
13	Pharmaceutical specialities	Ex 30.02 A 2, Ex 30.02 B 2, Ex 30.03 A 2, Ex 30.03 B 2	63,000,000	Open permanently
14	Varnishes, inks, pigments and similar preparations	32.09 A, 32.09 B, Ex 32.09 D	24,000,000	Three-monthly
15	Perfumery, toilet and cosmetic preparations	33.06	15,000,000	Three-monthly
16	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	34.01 A, 34.01 C, 34.02 B, 34.03, 34.06, Ex 35.05, 35.06, 38.01 A, 38.07, 38.08, Ex 38.09, Ex 38.18, 38.19 D, Ex 38.19 E	72,000,000	Six-monthly
17	Phenoplast and furane resins	39.01 A	28,500,000	Six-monthly
18	Aminoplasts	39.01 B	18,500,000	Six-monthly
19	Other condensation, polycondensation and polyaddition products	39.01 C, 39.01 D, Ex 39.01 E, Ex 39.01 F	153,000,000	Six-monthly
20	Polymerization styrene products and their derivatives	39.02 C	7,000,000	Six-monthly
21	Polyvinyl chloride	39.02 E	20,000,000	Six-monthly
22	Other polymerization and copolymerization products	Ex 39.02 A, Ex 39.02 B, Ex 39.02 D, 39.02 F, 39.02 G, Ex 39.02 H 1, 39.02 H 2, 39.02 I, Ex 39.02 K, 39.02 L, Ex 39.03 A, 39.04	153,000,000	Six-monthly
23	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	39.07	26,400,000	Three-monthly
24	Non-liberalized wood manufactures	44.15, 44.16, 44.18, 44.23, 48.09	10,000,000	Six-monthly
25	Paper and its manufactures	Ex 48.01, 48.02, 48.03, 48.04, 48.05, 48.06, 48.07, 48.08, 48.10, 48.11, 48.12, 48.13, 48.14, 48.15, 48.16, 48.17, 48.18, 48.19, 48.20, 48.21, 49.03, 49.04, 49.05, 49.06, 49.07, Ex 49.08, 49.09, 49.10, 49.11	500,000,000	Open permanently with three-monthly distribution.
26	Miscellaneous textile fibres (natural)	50.02, 50.03, Ex 57.03 A, 57.03 B, 57.03 C, 57.04 A 1, 57.04 B 2 a, 57.04 C	9,000,000	Six-monthly
27	Yarn of miscellaneous textile fibres (natural)	50.04, 50.05, 50.06, 50.07, 50.08, 55.05, 55.06, 57.06, 57.07 B, 57.07 D	12,000,000	Six-monthly
28	Coconut yarns	57.07 C	36,000,000	Six-monthly
29	Fabrics of miscellaneous textile fibres (natural)	50.09, 50.10, 55.07, 55.08, 55.09, 57.10, 57.11	58,000,000	Six-monthly
30	Tulle, lace, velvet and knitted goods	58.04 E, 58.04 F, 58.08, 58.09, 60.01 C, 60.01 E	13,200,000	Six monthly
31	Special fabrics	59.07, 59.08, 59.09, Ex 59.11, 59.12, 59.13, Ex 60.06 A	12,000,000	Six-monthly
32	Carpets and rugs	58.01, 58.02, 58.03	5,500,000	Six-monthly
33	Ready-made clothing	Ex 60.02, Ex 60.03 A 2, Ex 60.03 B 2, 60.03 C, 60.04 C, 60.04 E, 60.05 C, 60.05 E, 61.01 A, 61.01 D, 61.01 E, 61.02, Ex 61.03 A, 61.03 C, 61.04 A, Ex 61.04 D, 61.05, 61.07, 61.09, Ex 61.10 A, 61.10 B, 61.10 C, 61.11, 62.01 A, Ex 62.01 B, 62.02	15,000,000	Six-monthly
34	Other textile manufactures	58.05 D, 58.06, Ex 58.07, 59.01, 59.02 C, Ex 59.04, 59.05 C, Ex 59.06, 59.10, 59.14, 59.15, Ex 60.06 B, 62.03, 62.04, 62.05 B	9,000,000	Six-monthly
35	Articles of glass and porcelain	69.11, 69.12, 69.13, 70.13	33,000,000	Six-monthly
36	Imitation jewellery	71.12 B 2, 71.16	6,600,000	Six-monthly
37	Cables, ropes, braided wire and slings, also of iron and steel (except insulated articles used for electrical trade)	73.25, 73.26	39,600,000	Six-monthly
38	Iron and steel structures	73.21 B	18,000,000	Six-monthly
39	Iron and steel containers	73.22, Ex 73.23, 73.24	19,800,000	Six-monthly
40	Metallic gauze, fencing, etc.	Ex 73.27, 73.28, 73.29 B, 73.30	9,900,000	Six-monthly
41	Hardware: nails, bolts, nuts, needles, pins, etc., of iron and steel	73.31, 73.32, 73.33, 73.34	13,200,000	Six-monthly
42	Stoves, cookers and heating apparatus, non-electric, of iron or steel	73.36	8,000,000	Six-monthly
43	Central heating apparatus, non-electric	73.37	10,000,000	Six-monthly
44	Household and sanitary articles	Ex 73.38, 73.39	15,000,000	Six-monthly
45	Other manufactures of cast iron or steel	Ex 73.40	16,500,000	Six-monthly
46	Copper manufactures	74.17, 74.18, 74.19	8,250,000	Six-monthly
47	Aluminium manufactures	76.15, 76.16	8,250,000	Six-monthly
48	Hand tools for industry and agriculture	82.01, 82.03, 82.04	40,800,000	Six-monthly
49	Saws, blades and small plates of sintered metal carbides for cutting tools	82.02, 82.06, 82.07	45,000,000	Six-monthly
50	Cutlery and table sets of iron and steel	82.08, 82.09, 82.10, Ex 82.11, 82.12, 82.13, 82.14, 82.15	16,000,000	Six-monthly
51	Out-board motors (not liberalized) and parts	Ex 84.06 B 2 b, 84.06 B 2 c, 84.06 C 1, Ex 84.06 D 2	30,000,000	Six-monthly
52	Marine engines (not liberalized) and parts	Ex 84.06, Ex 84.06 B 2 b, 84.06 B 2 c, 84.06 B 2 d, Ex 84.06 D 2, 84.06 C 1	33,000,000	Six-monthly
53	Other motors (not liberalized) and parts; motor pumps and motor compressors (not liberalized)	84.06 B 2 b, 84.06 B 2 c, 84.06 B 2 d, 84.06 C 1, Ex 84.06 D 2, Ex 84.10 F 2, Ex 84.11 D 2	160,000,000	Six-monthly
54	Refrigerators up to 250 litres	Ex 84.15 A	120,000,000 (22,000 units)	Six-monthly
55	Dumpers	87.02 B 2	150,000,000	Six-monthly
56	Television and radio receivers	85.15 A	25,000,000	Six-monthly
57	Radio transmitters and transmitter-receivers	Ex 85.15 B	55,000,000	Six-monthly
58	Non-liberalized parts for the manufacture of electrical apparatus and carbons for cinematography	Ex 85.15 E, Ex 85.24	60,000,000	Open permanently
59	Tractors	87.01 A, 87.01 B 2	290,400,000 (2,420 units)	Six-monthly
60	Parts for the manufacture of tractors	Ex 87.06	72,600,000	Open permanently
61	Buses, fire-engines, parts for their manufacture (* and parts for the manufacture of commercial vehicles)	Ex 87.02 A 2, Ex 87.03 B, Ex 87.03 C, Ex 87,04 B, Ex 87.06	200,000,000	Six-monthly *Open permanently
62	Parts and accessories for the manufacture of motor cars	87.04, 87.05, Ex 87.06	100,000,000	Open permanently
63	Phonographs, dictaphones and other apparatus for sound recording and reproduction	92.11 C, 92.11 D	15,000,000	Six-monthly
64	Sound recordings (not liberalized) and parts and accessories for apparatus under Heading 92.11	Ex 92.12, 92.13	20,000,000	Open permanently
65	Toys, games and articles for recreation	97.01, 97.02, 97.03, 97.04, 97.05, 97.08	25,000,000	Yearly
66	Capital equipment for new investment projects	Sections XVI and XVII	5,000,000,000	Open permanently

(*Continued on next page*)

SPAIN, *continued*

Opening of Global Quotas

THE LIST of global quotas for 1965 appears on previous page. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Minimum value of licences for which applications invited	Closing date for applications
	Pesetas	
1	13,200,000	March 10
2	10,000,000	March 10
3	10,000,000	March 10
4	3,000,000	March 10
5	2,250,000	March 10
6	4,500,000	March 10
8	Not specified	Open permanently
11	18,000,000	March 15
12	44,500,000	March 15
13	63,000,000	Open permanently
14	6,000,000	March 15
15	3,750,000	March 15
23	6,600,000	March 15
24	5,000,000	March 15
26	4,500,000	March 15
27	6,000,000	March 15
32	2,750,000	March 15
35	16,500,000	March 6
36	3,300,000	March 6
37	19,800,000	March 6
51	15,000,000	March 15
52	16,500,000	March 15
53	80,000,000	March 15
55	75,000,000	March 15
59	145,200,000 (1,210 units)	March 15
61	100,000,000	March 15

Customs duties on sunflower seed oil

IN THE *State Gazette* of February 2, the Spanish authorities announced the suspension for three months of import duties on sunflower seed oil. This step has been taken as part of the campaign to stabilize prices.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/1010 of February 9. (*Nederlandse Staatscourant*, No. 27, of February 9), contains *additions* (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may *not* be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from February 10.

ADDITIONS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric Tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to Feb. 10, 1965)	NEW (From Feb. 10, 1965)	OLD (Prior to Feb. 10, 1965)	NEW (From Feb. 10, 1965)
38.07 A	Spirits of turpentine	—	197*	—	1·8
38.08 A	Rosin, including 'resinous pitch'	—	2,498*	—	2·1

* Quota for the period from February 10, 1965, to December 31, 1965 (inclusive).

A previous notice on the Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of January 29, 1965, page 249.

ISRAEL

Registration of pharmaceutical products

THE ISRAELI *Official Gazette*, 'Kovetz Hatakanot,' of November 5, 1964, published the Law Concerning Supervision over Consumer Articles and Services, 5718-1957 Order on the Registration and Testing of Medical Preparations. These new regulations govern the registration of pharmaceutical products – imported and of local origin. A translation of the order is available for inspection at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extn. 460/462).

RHODESIA

Application for increase in duty

THE FIRST SECRETARY (Commercial) at Salisbury has reported that the Ministry of Trade, Industry and Development have received an application for an increase in the customs duty on fluorescent lamps and bodies therefor, as follows:

		Duty A	Duty B	Duty C	Duty D
Ex item 116 (e):					
Present duty	*ad val.*	35%	25%	25%	10%
Proposed duty	*ad val.*	50%	40%	40%	25%

(Britain pays the Column D rate of duty.)

Note: The proposed increase in duty is not intended to apply to tubes and bulbs imported separately.

Where British trade organizations are thought to be interested in the application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Trade, Industry and Development and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the Rhodesian authorities and desiring further information on the subject should address their inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2401/65: The closing date for the receipt of representations by the Rhodesian authorities is March 11.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by February 27.

District of Manica and Sofala.
Mahomed Isap Abram.
District of Antonio Enes.
Vinodkumar Madhavji.

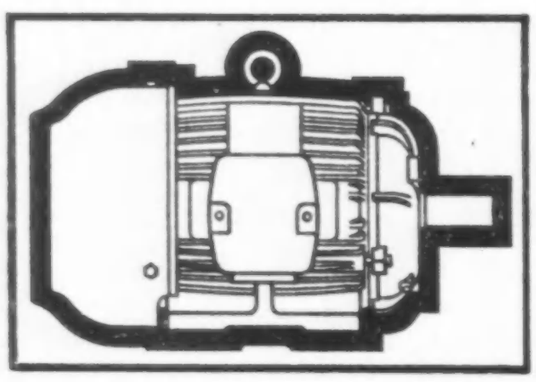
Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

ZAMBIA

Import control

THE CONTROL of Goods (Import and Export) (Agriculture) Order, 1965, published as Statutory Instrument No. 44, repeals and replaces with effect from February 15 former legislation controlling the import and export of certain agricultural products from Zambia.

The list of goods subject to import control has been amended



by the addition of onions, and by the deletion of the following: barley, barley malt, tinned or bottled cheeses weighing 1lb. or less, ghee, cream, munga, munga meal, rupoko, rupoko meal, sorghum, sorghum meal, sorghum malt, meat pastes and potted meats with a poultry meat content, sausage casings, hog casings and sesame oil.

INDIA

Ten per cent surcharge

INDIA has imposed a levy of 10 per cent on all imports except foodgrains, fertilizers, pesticides, books and accessories for family planning, with immediate effect. She has also introduced certain other fiscal measures. Full details of these changes will be published in the *Board of Trade Journal* next week. Meanwhile inquiries should be addressed to CRE Dept., Room 337, 1 Victoria Street, London, S.W.1. Telephone Abbey 7877. Ext. 2280, 2277.

MALAYSIA (STATES OF MALAYA AND SINGAPORE)

Import duty

THE BOARD OF TRADE have been informed by cable that as from February 18, 1965, in Singapore and Mainland Malaya, the import duty on beer, stout, cider and port of non-commonwealth origin will be increased to 7.60 dollars per gallon. Duty on imports from the Commonwealth to be increased to 7.20 dollars per gallon. There is no increase in excise duty.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER:		
Otherwise classifiable under Tariff Item 335 (A) (3), viz.:		
Single ply, for use in the manufacture of paper serviettes, under security, provided entered for home consumption on or before March 31, 1965	335 (A) (1) (d)	Free
Otherwise classifiable under Tariff Item 335 (E) (4), viz.:		
Single ply, for use in the manufacture of paper serviettes, under security, provided entered for home consumption on or before March 31, 1965	335 (E) (1) (b)	Free

PARAGUAY

Import surcharge

HM EMBASSY at Asuncion, Paraguay, report the issue of a Decree-Law on February 2, which increases by 2 per cent the exchange surcharge on imports. This brings the total surcharge to 30 per cent. Imports of wheat and petroleum, and goods in the Paraguayan National List under the Latin American Free Trade Association are exempted from the terms of this Decree.

The proceeds of this increase will be devoted to the local counterpart of a United States loan in favour of small farmers (1½ per cent) and as a contribution to the integration of capital for the Paraguayan Air Lines (½ per cent).

Company tax

HM EMBASSY at Asuncion, Paraguay, report the issue of Law No. 1007 of January 25, which institutes an annual tax of one half per cent on the paid-up capital and accumulated reserves of joint-stock and mixed companies and offshoots of similar, foreign commercial firms operating in Paraguay as branches or agencies or in any other form.

ARGENTINA

Prior deposits for imports

HM EMBASSY at Buenos Aires report that Jute burlap (Tariff No. 3068) has been added to the list of items annexed to Central Bank Circular R.C. No.202, which are not subject to the payment of a prior import deposit (see the *Board of Trade Journal* of January 29, page 246).

UNITED STATES

Investigation of imports of certain mushrooms

IN THE *Board of Trade Journal* of August 28, 1964, page 474, it was announced that the United States Tariff Commission had instituted an investigation under Section 301(b)(1) of the Trade Expansion Act, 1962.

It has now been reported that increased imports of prepared or preserved mushrooms (not including dried) are not due, in major part, to trade-agreement concessions. Consequently, under the 'escape-clause' provisions of the Trade Expansion Act, the United States mushroom industry does not qualify for either the quotas or higher tariffs which it sought in its petition to the Tariff Commission.

Copies of the Commission's report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, United States Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20436.

Any inquiries about this notice should be addressed to United States Branch, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

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CHILE

Import regulations

IT HAS been reported by HM Embassy in Santiago that at its Session No. 303 held on January 28, the Executive Committee of the Central Bank adopted a series of resolutions affecting the import regulations, two of which are as follows:-

(a) On submitting an application for registration of an import order, the importer must declare the total value of his imports of the same goods during the previous calendar year and during the current year.

(b) The Central Bank reserves the right to insist at any time, that importers declare the value of the stocks which they are holding of goods they wish to import.

Amendments to import list

THE FOLLOWING amendments should be made to the new Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit required and tax surcharge payable (see Col. 4) are the same, unless otherwise stated. If no figure is given, it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
		Delete from the List of Permitted Imports:	
IX	45/53	Products for agriculture and cattle raising	
XI	59	Car for transporting minerals of the Granby type.....	
XII	66	Chassis for buses, unassembled SKD, without cabin.....	
XIII	75	Separators for packing eggs	
	81	Spare parts for frogmen's equipment	
		Replace the items:	
X	57/58	'Fittings of black or galvanized iron' by:	
		'Iron fittings and couplings, whether galvanized or zinc-coated'	62
XI	60	'Offset harrows, more than 12 discs'	
		'Offset harrows up to 12 discs and the rigid type.....'	
		'Rigid harrows with hydraulic power lift.....' by:	
		'Mechanically-propelled harrows'	100
		'Animal-drawn harrows'	100
XI	61	'Equipment, apparatus and elements for professional divers and frogmen and their spare parts' by:	
		'Equipment, apparatus, elements, accessories, and spare parts for professional divers and frogmen, except masks, flippers and breathing tubes' . .	2
XII	66	'Tyres and inner tubes for tractors' by:	
		'Tyres and inner tubes of sizes over 14·00 x 24 in., for all uses, and tyres and inner tubes for agricultural tractors of all sizes'	3
IV	14	(Permitted List):	
		Insert new items:	
		Maize	
IX	45/53	Polyamides (nylon polymer)	
		Accelerators and antioxidants for rubber	
		Vinyl acetate monomer	
		Butyl alcohol	
		Octyl alcohol	
		Sorbic acid	
		Lauric acid and ethoxylated lauryl	
		Alcohol with 1, 2 or 3 molecules of ethylene oxide	
		Phthalic anhydride	
		Maleic anhydride	
		Mould oils for rubber PVC	
		Dibutyl maleate	
		Dicyclopentadiene	
		Acrylic acid and butyl acrylate	
		Styrene monomer	
		Phenol	
		PVC stabilizers	
		Refrigerating gases	
		Ethyl glycol	
		Hexamine	
		Methyl methacrylate monomer	
		Ammonium nitrate	
		2-Amino-1-*p*-nitrophenylpropane-1:3-diol	
		'Pamak' 1 (tall tallow and acid fats)	
		Butylphenol	
		Propylene glycol	
		Intermediate chemical products for making anilines	
		Pentaerythritol	
		Beef tallow	
		Polyethylene terephthalate and co-polymers	
		Potassium titanate	
		Sodium triphosphate	
		Technical urea with 46% nitrogen for industrial uses	
		Oxidized artificial asphalt 20/30, 25/35, 40/50, 50/60 and 60/70 penetration for water-proofing and sealing	
IX	46	Transfer from the Prohibited to the Permitted List: Dehydrocholic acid	

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CANADA

Customs tariff amendments and extensions

THE CANADIAN Government have issued an Order-in-Council P.C. 1965-226 dated February 11, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the tariff are shown in italics and deletions indicated by square brackets.

Tariff Item		British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
438q	Wire of iron or steel, valve spring quality, alloyed or carbon, for use in the manufacture of Mechanical precision springs for motor vehicles . . . . (Expires December 31, 1967).	[7½%] *Free*	[7½%] *Free*	20%
438z	*Materials, of a class or kind not made in Canada, for use in the manufacture of parts, and accessories and parts thereof, except tyres and tubes, for passenger automobiles, buses, motor trucks, ambulances or hearses, or chassis thereof.* . . . (Expires December 31, 1967)	*Free*	*Free*	*35%*

Marking of imported goods

THE FOLLOWING addition to the Canadian Marking of Imported Goods Order, published in the *Board of Trade Journal* on February 21, 1964, has been made with effect from January 19, 1965:

To the heading on Paper Matter and Products, Lithographed or Printed the words 'shall be marked in type of a size not smaller than 6 point' have been added.

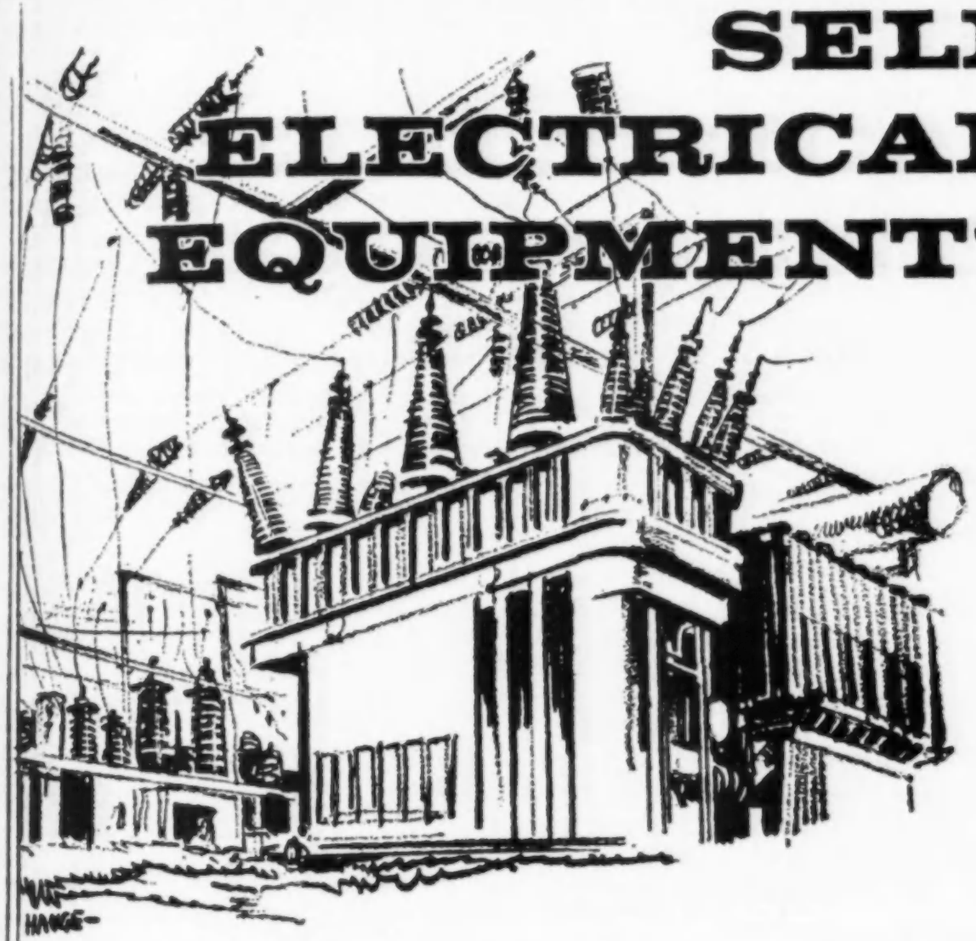
This information is contained in Canadian Department of National Memorandum, Series D.42.

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes:

(*Continued on page* 478)

WHO WANTS TO SELL ELECTRICAL EQUIPMENT?



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CANADA, *continued*

Of 'a class or kind made in Canada.'
N, N-Di-Isopropyl-P-Phenylenediamine.
N, N-Di-Sec-Butyl-T-Phenylenediamine.

(Ruling effective March 18, 1965)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-33-1, dated November 10, 1964.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from The Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, EC.3.

General

Notice No.

49 Temporary importations: International Co-operation.
77E Purchase Tax – Exports.
106 Temporary Exportation of Commercial Sales.
113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206 Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207 Reimported goods: relief from Customs Duty and Purchase Tax.
210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215 Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299 A.T.A. Carnets for temporarily imported goods.
427 Declaration of value on Customs export documents.
S.N.6 Notice to Passengers (Exchange Control and Export Licensing). Notice to Exporters – Exchange Control (issued by HM Treasury – also obtainable from any bank).

Drawback

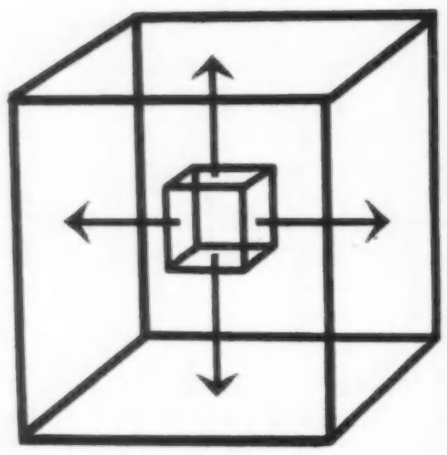
7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131 Sugar Act 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171 Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172 Drawback on hydrocarbon oils.
218 Drawback on certain imported goods exported without change of state.
219 Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251 Remission or repayment of the Temporary Charge on Imports.
278 Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under The Import Duties Act, 1958.
291 Claims for drawback on goods exported where there has been a variation in the duty rate.
372 Authorization of signatories to drawback claims.
430 Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432 Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435 Schedule of Rates.
436 General outline of scheme and procedure for claiming.
437 Ships and Aircraft.

considering Canada?

for new market expansion



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NORTHERN: Mr. J. White Shand, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575. Telex 53277).

EAST & WEST RIDINGS; Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

Trademark amendment

In the notice about the Jordan – India trade agreement in the *Board of Trade Journal* on January 29, page 231, one of the items referred to 'thermos flasks'. 'Thermos' is a registered trade mark and it must be assumed that this item was intended to refer to 'vacuum flasks'.

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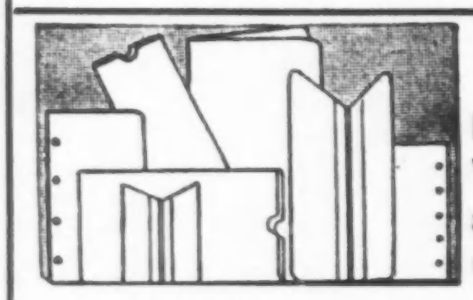

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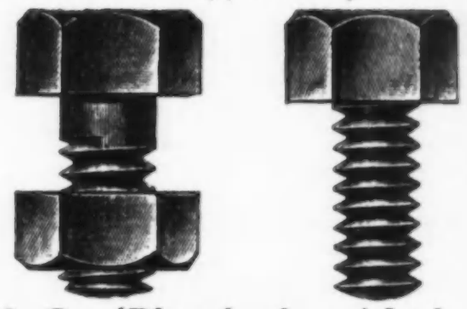

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Directory of Board of Trade Departments and their work	14 Aug. 1964
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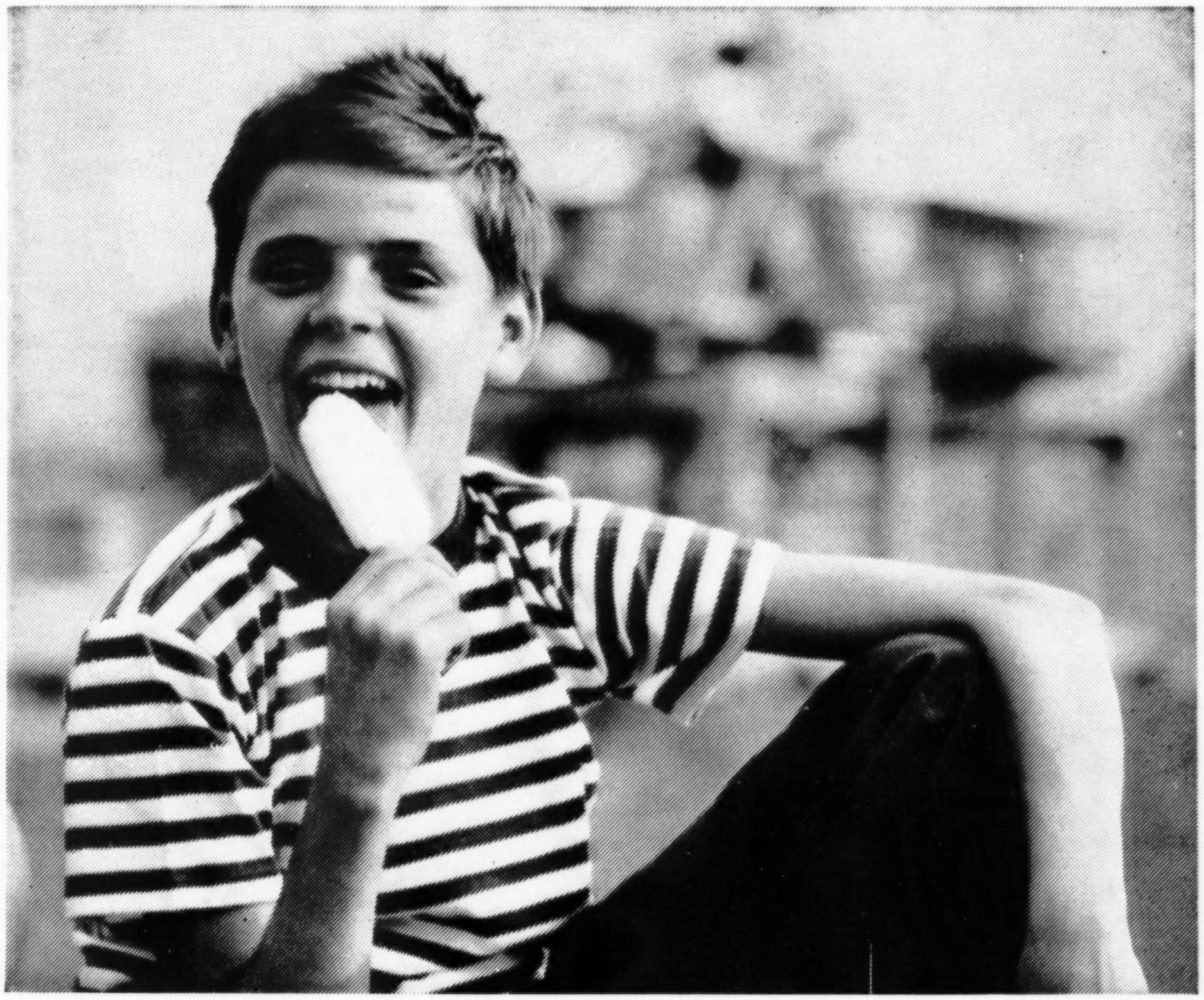
Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London (K98) S.O. Code No. 72-3545.



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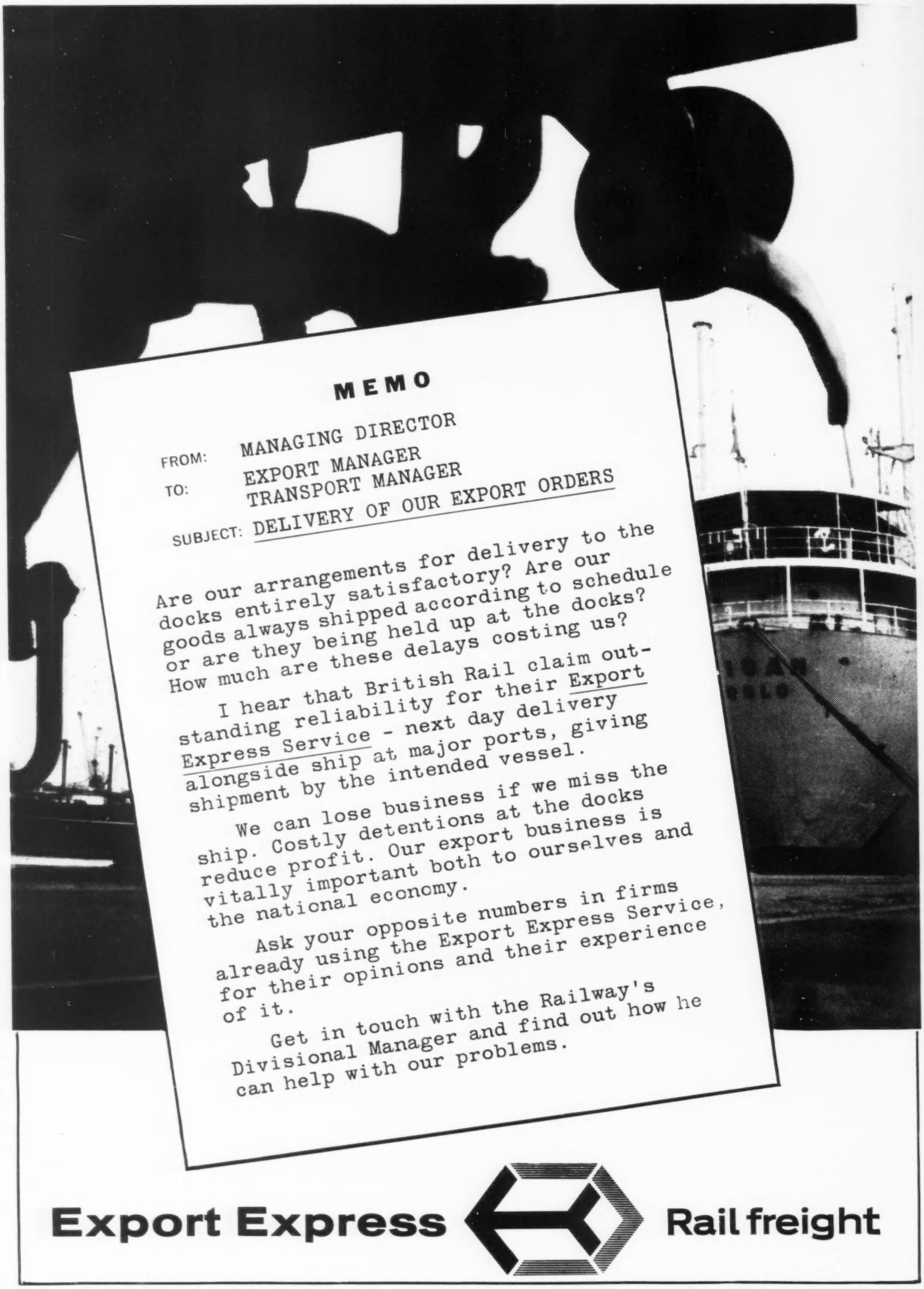
Laurence W. Magrath, European Director

532 Bad Godesberg/Bonn, Ruengsdorfer Str. 53b, Germany. Telephone: Bad Godesberg 69344


MEMO
FROM: MANAGING DIRECTOR
TO: EXPORT MANAGER
TRANSPORT MANAGER
SUBJECT: DELIVERY OF OUR EXPORT ORDERS
Are our arrangements for delivery to the docks entirely satisfactory? Are our goods always shipped according to schedule or are they being held up at the docks? How much are these delays costing us?
I hear that British Rail claim outstanding reliability for their Export Express Service - next day delivery alongside ship at major ports, giving shipment by the intended vessel.
We can lose business if we miss the ship. Costly detentions at the docks reduce profit. Our export business is vitally important both to ourselves and the national economy.
Ask your opposite numbers in firms already using the Export Express Service, for their opinions and their experience of it.
Get in touch with the Railway's Divisional Manager and find out how he can help with our problems.
Export Express
Rail freight